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Office Appliances

The Magazine of Office Equipment

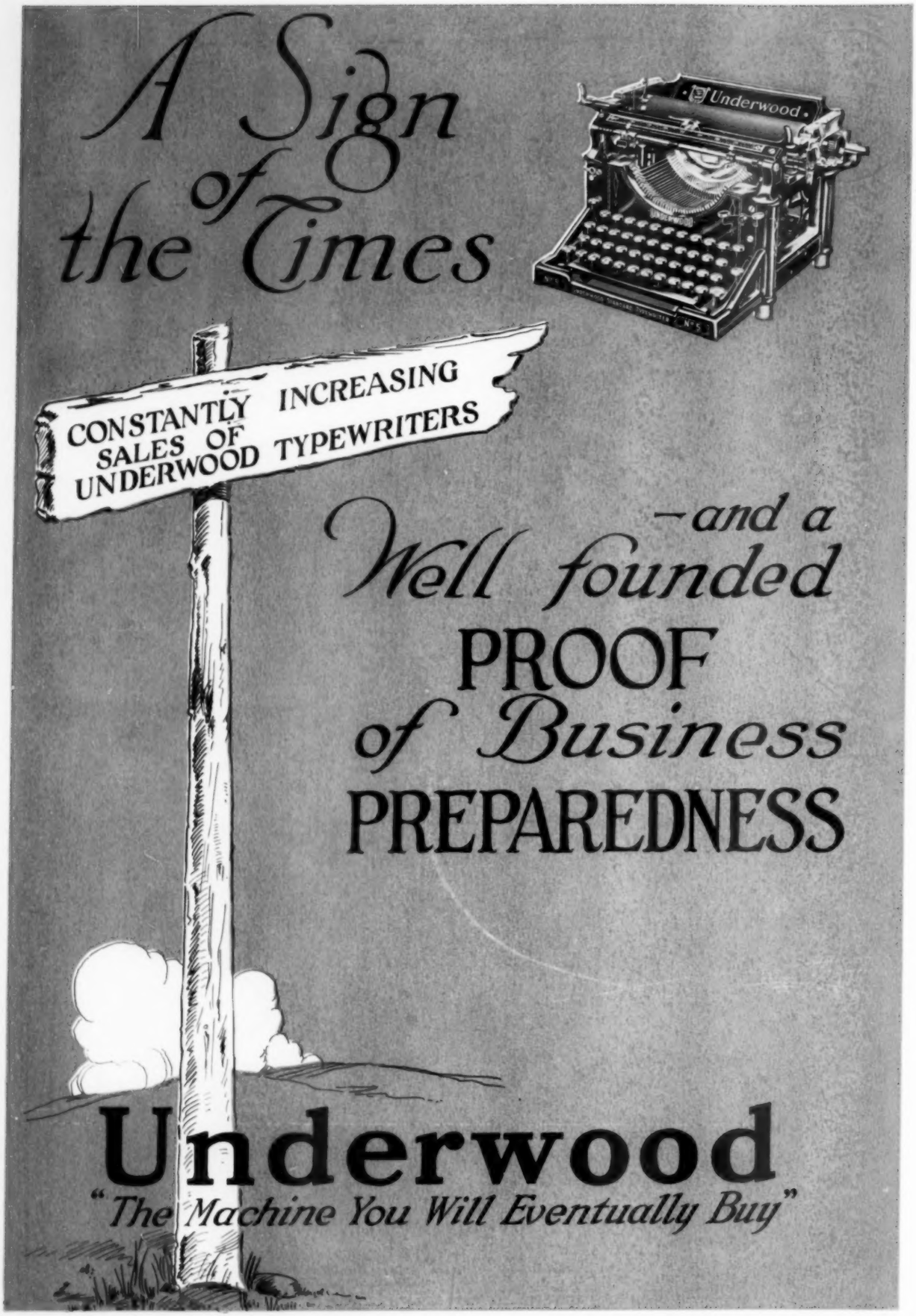
Founded by Geo. H Patterson Edited by Evan Johnson

with the Key on the cover

Business Equipment Journal incorporated with Office Appliances

April —— 1916

Special Feature—Illustrated story Philadelphia Business and Efficiency Show


A Sign of the Times
Underwood
CONSTANTLY INCREASING SALES OF UNDERWOOD TYPEWRITERS
—and a Well founded PROOF of Business PREPAREDNESS
Underwood
"The Machine You Will Eventually Buy"

OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT

FOUNDED BY GEO. H. PATTERSON

Managing Editor—EVAN JOHNSON HOBART W. MARTIN, Associate Editor

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Office Appliances is a monthly trade journal covering the manufacture and distribution of office machinery, office devices, office furniture, office supplies and the entire range of commercial stationery. It serves a clientele composed of managers and agents for the various office machines, devices and supplies, commercial stationery dealers and the purchasing agents of many of the largest corporations in the United States. It also reaches some dealers in fifty-one other countries who deal in American office equipment.

The ownership of Office Appliances is vested solely in the officers of the company. No person, firm or corporation, either directly or indirectly connected with the business it represents, has any share in its ownership or voice in shaping its policy, which has in view at all times the best interests of the field it serves. It aims to discuss all subjects fairly, and to furnish its readers reliable information concerning the progress and development of the office appliance industry. It will answer any questions germane to its field to the best of its ability, and it asks its readers in all parts of the world to aid it with inquiries and suggestions, to which it will give prompt and earnest consideration.

ADVERTISING RATES upon application—only articles of office equipment or directly related products eligible.

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VOLUME XXIII APRIL 1916 NUMBER 4

THIS NUMBER CONTAINS

Page

AMERICA FROM VIEWPOINT OF A JAPANESE—By Fugio Mamiya, of Tejiro Kurosawa Ginza, Tokyo, Japan 41

AMERICAN TRADE AFTER THE WAR—By Charles H. Mower, Director of the Oliver Typewriter Company, Limited, Paris, France 39

BARRETT, PAUL L—Sketch of 29

BUSINESS IN THE CANADIAN PROVINCES 36

CASH REGISTER COMPANY TEACHES VISUALLY—R. R. Shuman Tells How Instruction Was Given at Recent Convention of National Cash Register Company 45

FIRST PHILADELPHIA BUSINESS SHOW 16

GREETINGS FROM GERMANY—By Otto Apel, with A. & H. Dürselen, Representatives of the F. S. Webster Company 37

IN OTHER LANDS 30

MEETINGS AND DINNERS 124

NATIONAL ASSOCIATION NEWS 104

NEW MACHINES AND DEVICES 56

NEWS AND MISCELLANY 48

PASSED AWAY DURING THE MONTH 124

PATTERSON, JOHN HENRY—Sketch of 128

PUBLISHERS' POINT OF VIEW 9

SHIPMAN, W. H. N.—Sketch of 29

(OVER)

Page

SITUATION AS TO SUPPLIES, THE..... 13

STATIONERS OPTIMISTIC ON FUTURE BUSINESS 42

"THE FILES"—By Fenn H. Hossick..... 7

"TRADE-MARK POWER"—A Book by Glen. Buck. 47

CLASSIFIED NEWS.

Adding Machines 156

Catalogues 168

For the Attention of the Manufacturer.....144

Page

Furniture 164

House Organs 170

Loose Leaf 162

Other Machines 158

Patents 172

Pens and Pencils.....160

Ribbons and Carbons.....166

Stationery 150

Typewriters 152

AND THE ADVERTISEMENTS OF THE FOLLOWING MANUFACTURERS:

A

Page

Acme Gold Pen Co.....173
Acme Staple Co..... 60
Acorn Brass Mfg. Co.....173
Adams, Henry T.....162
Addressograph Co. 125
Adjustable Table Co.....153, 171
American Clip Co.....171
American Electric Co..... 92
American Embossing Co.....164
American Lead Pencil Co.....102
American Vulcanized Fibre Co.153
Ames & Filstead Co.....141
Annual Business Show Co.....126
Ansonia Novelty Co.....152
Apter Brothers Mfg. Co.....156
Argus Mfg. Co.....164
Art Metal Construction Co..... 96
Ault & Wiborg Co..... 64
Automatic Pencil Sharpener Co.163
Azora Rubber C..... 98

B

Bailey Mfg. Co. 132
Barrett Adding Machine Co..... 91
Barrett Bindery Co.....169
Barrett Changer Co.....158
Beaumel, D. W., Co.....168
Beck, R. A.....168
Bemis Bros. Bag Co.....120
Bennett, E. W.....168
Bentley & Gerwig Furniture Co.161
Berger Mfg. Co.....120
Blackhall Co., The.....152
Blickensderfer Mfg. Co.....174
Boegli, E. E., & Co.....169
Boorum & Pease, L. L. B. Co..144
Boston Index Card Co..... 99
Bradley, Milton, Co.....150
Bristow, Frederick 170
Brown, L. L., Paper Co..... 53
Browne-Morse Co. 96
Buehner Chair Co.....165
Buffalo Automatic Mfg Co.....174
Bump Paper Fastener Co.....110
Bunde & Upmeyer Co.....165
Bushnell, Alvah, Co.....142
Byron Typewriter Cabinet Co...136

C

Canode & Hunt Mfg. Co.....173
Carter's Ink Co., The.....167
Celina Specialty Co, The.....145
Charlevoix Hotel 171
Chicago Binder & File Co.....148
Chicago Eyeshield Co.....156
Chicago Mirror & Art Glass Co.165
Chicago Safe & Mdse. Co.....173
Cleanall T. W. Brush Co.....166
Clemetsen Co., The.....159
Cleveland Leather Goods Co...146
Columbia Ribbon & Carbon Mfg. Co. 151
Commercial Paste Co.....148
Conklin Pen Mfg. Co..... 81
Cook, C. A., Co.....151
Corona Typewriter Co.....129
Crane, Z. & W. M.....116
Crescent Brass & Pin Co.....110
Crown Ribbon & Carbon Co.....140
Cushman & Denison Mfg. Co...155
Cutler Desk Co.....137

D

Page

D. & D. Sales Co.....144
Dalton Adding Machine Co.... 79
Davenport Manufacturing Co...138
Davids, Thaddeus, Co.....127
Davol Rubber Co.....149
Detroit Coin Wrapper Co.....171
Diamond Ink Co.....134
Dick, A. B., Co.....111
Dietz, The J. F., Co.....142
Dixon, Joseph, Crucible Co.....130
Dornette, The J., & Bro. Co....133
Duplicator Mfg. Co.....112

E

Easy Fastener Co.....166
Eaton, Crane & Pike Co..... 82
Edison, Thos. A., Inc.....112
Edwards Co., Inc., The O. M.... 78
Elliott Co., The.....139
Elliott-Fisher Co. 73
Ellis Adding Typewriter Co.....157
Elsinore Paper Co.....171
Erie Art Metal Co.....165
Esterbrook Steel Pen Co.....117
Eureka Blotter Bath Co.....100
Eversharp Pencil Co., Inc.....161

F

Faber, Eberhard 147
Featherweight Eveshade Co....173
Felt & Tarrant Mfg. Co.....175
Feuerstein, S. B., & Co.....154
Filing Cabinet Co.....102
Fireproof Furniture & Construction Co. 135
Fowler-Manson - Sherman Cycle Mfg. Co. 159
Fox, George E., Co.....132
Fox Typewriter Co.....155

G

Gaydoul, Geo. P.....154
General Eclipse Co.....118
General Fireproofing Co.....58, 59
General Typewriter Exchange..145
Globe-Wernicke Co., The..... 77
Goes Lithographing Co.....143
Goodrich, The B. F., Co.....155
Graff, George B., Co.....160

H

Hampshire Paper Co..... 80
Heinn Company, The..... 90
Higgins & Co., Chas. M.....160
Hoge, Hampden 150

I

Ideal Moistener Co.....162
Ideal Stencil Machine Co.....148
Imperial Methods Co.....133
International Carbon Paper Co.116
Invincible Metal Furniture Co..136
Ireland & Mathews Mfg. Co....146
Irish, George, Paper Co.....156
Irving-Pitt Mfg. Co.....109

J

Page

Jiffy Duplicator Co.....128
Joslin, A. D., Mfg. Co.....150

K

Kalamazoo L. L. Binder Co....175
Keller, Robert, Ink Co.....169
Kellner, Jr., Otto.....151
Kihn Brothers 140
Kohlhaas Co., The.....130

L

Lavette, H. C.....156
Lineograph Co. 154

M

Macey Co., The.....115
Manifold Supplies Co..... 53
Marble & Shattuck Chair Co...137
Massillon Wire Basket Co.....170
McMillan Book Co.....165
Meilicke Calculator Co..... 93
Melton-Rhodes Co., The.....169
Mercury Mfg. Co., The..... 98
Meyer & Wenthe.....151
Mittag & Volger, Inc..... 51
Mizpah Hotel 171
Moore Push Pin Co.....152
Morschhauser, Wm. A.....169
Morton Manufacturing Co.. ...171

N

National Blank Book Co.....119
National Cash Register Co.....131
National Typewriter Exchange Co. 166
Neidich Process Co..... 56
Noiseless Typewriter Co., The. 89

O

O. K. Mfg. Co.....163
Oliver Typewriter Co..Back Cover

P

Peerless Carbon & Ribbon Mfg. Co. 134
Peerless Moistener Co.....152
Pelouze Manufacturing Co.....147
Phelps, H. D.....152

P

Plew & Motter Co.....163
Polar Mfg. Company.....173
Proudfit Loose Leaf Co.....114
Prudon Specialty Mfg. Co., The.153

R

Ravenswood Office Specialties Co. 158
Rebuilt Typewriter Co..... 76
Remington Typewriter Co..... 55
Republic-Dodge 118
Rex Typewriter Co.....122
Rockhill & Vietor.....162
Rockwell-Barnes Co. 128
Roneo Company 129

R

Page

Rotospeed Co., The.....101
Royal Typewriter Co..... 61
Rush-Eraser Co. 169

S

Safe-Cabinet Co., The..... .. 62
Sainberg, L. 164
Sealograph Co. 154
Sengbusch Self-Closing Inkstand Co. 121
Shaw-Walker Co. 105-108
Sheppard, C. E., Co.....147
Siggers, E. G.....173
Simonson, R. A., & Co.....164
Smead Mfg Co..... 67
Smith, L. C., & Bros. T. W Co. 63
Smith-Premier Typewriter 65
Speed Key Selling Agency.....141
Spurgin Mfg. Co.....164
Standard Carbon & Ribbon Co.166
Standard Index Card Co.....154
St. Johns Table Co.....159
Sundstrand Adding Machine Co. 70

T

Page

Taft-Pierce Manufacturing Co..156
Tatum, Sam'l C., Co., The..... 97
Taylor Chair Co., The..... 71
Tenacity Mfg. Co.....150
Tengwall Co. 166
Tension Envelope Co..... 94
Terrell's Equipment Co.....100
Thorp & Martin Typewriter Co.171
Todd Protectograph Co.....170
Toledo Metal Furniture Co.....167
Traut & Hine Mfg. Co.....149
Triner Scale & Mfg. Co.....173
Trussell Mfg Co.....160
Typewriter Emporium 68

U

Underwood, John, & Co.....114
Underwood Typewriter Co.....2, 57
Union Ribbon & Carbon Co.....146
U. S. Playing Card Co.....143
U. S. T. W. Ribbon Mfg. Co....153

V

Page

Van Dorn Iron Works Co., The.113
Van Valkenberg, L. D 144
Victor Typewriter Co..... 74
Visigraph Typewriter Co., The. 72

W

Wabash Cabinet Co.....161
Wagemaker Co., Ltd.....167
Watson Mfg. Co.....138
Webster Co., F. S..... 83
Weis Manufacturing Co.....85-88
Weston, Byron, Co.....122
Wholesale Typewriter Co.....103
Wiggins, John B., Co.....173
Wiley, Wm. H., & Son Co.....168
Wilson-Jones Loose Leaf Co... 75
Woodstock Typewriter Co.....157

Y

Yawman & Erbe Mfg. Co.....123
Young Typewriter Co.....171

FOR CONVENIENCE THE LINES ARE HERE CLASSIFIED:

Page

Adding Machine Roll Paper.
Irish, George, Paper Co..... 156

Adding Machines.
Barrett Adding Machine Co..... 91
Dalton Adding Machine Co..... 79
Felt & Tarrant Mfg. Co..... 175
Sundstrand Adding Machine Co... 70

Adding Typewriters.
Elliott-Fisher Co..... 73
Ellis Adding Typewriter Co..... 157
Remington Typewriter Co..... 55
Underwood Typewriter Co.....2, 57

Addressing Machines.
Addressograph Co..... 125
Elliott Co., The..... 139

Baling Presses.
Davenport Mfg. Co..... 138

Billing Machines.
Elliott-Fisher Co..... 73
Remington Typewriter Co..... 55
Underwood Typewriter Co.....2, 57

Blanks for Bonds and Stocks.
Goes Lithographing Co..... 143
Kihn Bros..... 140

Book Rings.
Adams, H. T..... 162
Kellner, Otto, Jr..... 151

Bookkeeping Machines.
Elliott-Fisher Co..... 73

Business Shows.
Annual Business Show Co..... 126

Calculators.
Mellicke Calculator Co..... 93
Morschhauser, Wm. A..... 169

Card Presses.
Feuerstein, S. B., & Co..... 154

Cash Registers.
National Cash Register Co..... 131

Chair Pads.
Fox, George E., Co..... 132

Chairs.
Buehner Chair Co..... 165
Cook, C. A., Co..... 151
Marble & Shattuck Chair Co., The 137
Taylor Chair Co., The..... 71
Van Dorn Iron Works Co., The.... 113

Check Protectors.
Todd Protectograph Co..... 170

Check Sorters.
Kohlhaas Co., The..... 130

Coin Devices.
Barrett Changer Co..... 158
Bemis Bros. Bag Co..... 120
Detroit Coin Wrapper Co..... 171
Spurgin Mfg. Co..... 164

Copying Devices.
Eureka Blotter Bath Co..... 160
Roneo Company 129
Yawman & Erbe Mfg. Co..... 123

Page

Cuspidors.
Ireland & Matthews Mfg. Co..... 146

Dating Stamps.
Traut & Hine Mfg. Co..... 149

Desk Clocks.
Phelps, H. D..... 152

Desks.
Bentley & Gerwig Furniture Co.... 161
Clemetsen Co., The..... 159
Cutler Desk Co..... 137
Dietz, The J. F., Co..... 142
Dornette, J., & Bro. Co., The..... 133
Van Dorn Iron Works Co., The.... 113

Dictation Machines.
Edison, Thomas A., Inc..... 112

Duplicating Machines.
D. and D. Sales Co..... 144
Dick, A. B., Co..... 111
Duplicator Mfg. Co..... 112
Jiffy Duplicator Co..... 128
Lineograph Co., The..... 154
Rotospeed Co., The..... 101

Envelope Sealers.
Acorn Brass Manufacturing Co.... 173
Sealograph Co..... 154

Envelopes.
Bushnell, Alvah, Co..... 142
Lavette, H. C..... 156
Smead Mfg. Co..... 67
Tension Envelope Co..... 94

Erasers.
Dixon, Joseph, Crucible Co..... 130
Faber, Eberhard..... 147
O. K. Mfg. Co..... 163
Rush-Eraser Co..... 169

Expense Books.
Bennett, E. W..... 168

Eye Shades.
Chicago Eye Shield Co..... 156
Featherweight Eyeshade Co..... 173

Filing Cabinets, Metal.
Art Metal Construction Co..... 95
Berger Mfg. Co..... 120
Edwards, The O. M., Co..... 78
Fireproof Furn. & Constr. Co..... 135
General Fireproofing Co.....58, 59
Globe-Wernicke Co..... 77
Invincible Metal Furniture Co..... 136
Safe-Cabinet Co..... 62
Shaw-Walker Co.....105-108
Terrell's Equipment Co..... 100
Van Dorn Iron Works Co., The.... 113
Watson Mfg. Co..... 138
Yawman & Erbe Mfg. Co..... 123

Filing Cabinets, Wood.
Browne Morse Co..... 96
Filing Cabinet Co..... 102
Globe-Wernicke Co..... 77
Imperial Methods Co..... 133
Macey Co., The..... 115
Melton-Rhodes Co., The..... 169
Shaw-Walker Co.....105-108
Wabash Cabinet Co..... 161
Wagemaker Co., Ltd..... 167
Weis Mfg. Co.....85-88
Yawman & Erbe Mfg. Co..... 123

Page

Finger Pads.
Davol Rubber Co..... 149

Fountain Pens.
Beaumel, D. W., Co..... 168
Conklin Pen Mfg. Co., The..... 81

Glass Desk Pads.
Chicago Mirror & Art Glass Co.... 165
Fox, George E., Co..... 132
Polar Mfg. Co..... 173
Ravenswood Office Specialties Co.. 158
Sainberg, L..... 164

Gold Pens.
Acme Gold Pen Co..... 173
Gaydoul, Geo. P..... 154

Gum Tape Sealers.
Rockwell-Barnes & Co..... 128

Hotels.
Charlevoix, Detroit..... 171
Mizpah, Syracuse, N. Y..... 171

Index Guides.
Boston Index Card Co..... 99
Prudon Specialty Mfg. Co., The... 153
Simonson, R. A., Co..... 164
Standard Index Card Co..... 154

Inks, Adhesives, Etc.
Carter's Ink Co., The..... 167
Commercial Paste Co., Inc..... 148
Davids, Thaddeus, Co..... 127
Diamond Ink Co..... 134
Higgins, Chas. M., & Co..... 160
Keller, Robert, Ink Co..... 169
Underwood, John, & Co..... 114

Inkstands.
General Eclipse Co..... 118
Sengbusch, S-C Inkstand Co..... 121

Letter Distributors.
Bailey Mfg. Co..... 132
Bristow, Frederick..... 170

Loose Leaf.
Barrett Bindery Co..... 169
Boegli, E. E., & Co..... 169
Boorum & Pease L. L. Book Co... 144
Chicago Binder & File Co..... 148
Heinn Co., The..... 99
Irving-Pitt Mfg. Co..... 166
Kalamazoo Loose Leaf Bdr. Co.... 175
McMillan Book Co..... 165
National Blank Book Co..... 119
Plew & Motter Co..... 163
Proudfit Loose Leaf Co..... 114
Rockhill & Victor..... 162
Sheppard, C. E., Co..... 147
Tatum, Sam'l C. Co., The..... 97
Tenacity Mfg. Co..... 150
Tengwall Co..... 166
Trussell Mfg. Co..... 160
Wilson Jones Loose Leaf Co..... 75

Manufacturing Under Contract.
Taft-Peirce Mfg. Co..... 156

Moisteners.
Ideal Moistener Co..... 162
Peerless Moistener Co..... 152

Page

Numbering Machines.
Traut & Hine Mfg. Co. 149

Paper.
Brown, L. L., Paper Co. 53
Crane, Z. & W. M. 116
Eaton, Crane & Pike Co. 82
Elsinore Paper Co. 171
Hampshire Paper Co. 80
Weston, Byron, Co. 122

Paper Fasteners and Clips.
American Clip Co. 171
Blackhall Co. 152
Buffalo Automatic Mfg. Co. 174
Bump Paper Fastener Co. 110
Cushman & Denison Mfg. Co. 155
Easy Fastener Co. 166
O. K. Mfg. Co. 163
Rockwell-Barnes Co. 128

Patents.
Siggers, E. G. 173

Pen and Pencil Clips.
Ansonia Novelty Co., The 152
Argus Mfg. Co. 164
Van Valkenburg, L. D. 144

Pencil Sharpeners.
Automatic Pencil Sharpener Co. 163
Roneo Company 129

Pencils.
American Lead Pencil Co. 102
Dixon, Joseph, Crucible Co. 130
Eversharp Pencil Co., Inc. 161
Faber, Eberhard 147

Penholders.
Dixon, Joseph, Crucible Co. 130
Faber, Eberhard 147

Pens.
Esterbrook Steel Pen Co. 117

Picture Hooks.
Moore Push Pin Co. 152

Pins.
Crescent Brass & Pin Co. 110

Playing Cards.
U. S. Playing Card Co. 143

Portfolios.
Cleveland Leather Goods Co. 146

Postal Scales.
Pelouze Mfg. Co. 147
Triner Scale & Mfg. Co. 173

Rebuilt Office Machinery.
Chicago Safe & Mdse. Co. 173

Page

Ribbons and Carbons.
Apter Bros. Mfg. Co. 156
Ault & Wiborg Co. 64
Beck, R. A. 168
Canode & Hunt Mfg. Co. 173
Carter's Ink Co., The 167
Columbia Ribbon & C'bon Mfg. Co. 151
Crown Ribbon & Carbon Co. 140
International Carbon Paper Co. 116
Manifold Supplies Co. 53
Mercury Mfg. Co., The 98
Mittag & Volger, Inc. 51
Neidich Process Co. 56
Peerless Carbon & Ribbon Mfg. Co. 134
Republic-Dodge 118
Standard Carbon & Ribbon Co. 166
Union Ribbon & Carbon Co. 146
U. S. Typewriter Ribbon Mfg. Co. 153
Webster F. S., Co. 83

Rubber Bands.
Faber, Eberhard 147
Goodrich, The B. F., Co. 155

Rubber Stamps.
Meyer & Wenthe 151

Safes.
Art Metal Construction Co. 95
Safe-Cabinet Co., The 62
Van Dorn Iron Works Co., The 113
Yawman & Erbe Mfg. Co. 123

Shears.
Bradley, Milton Co. 150

Signals.
Graff, George B., Co. 160

Stands, Metal, for Office Machines.
Adjustable Table Co. 153, 171
Fowler-Manson-Sherman Cycle Mfg. Co. 159

Stapling Machines.
Acme Staple Co. 60

Stationery, Embossed and Engraved.
American Embossing Co. 164
Bunde & Upmeyer Co. 165
Wiggins, John B., Co. 173

Stationery Cabinets.
Globe-Wernicke Co. 77
Imperial Methods Co. 133
Ravenswood Office Specialties Co. 158

Stencil Cutting Machines.
Ideal Stencil Machine Co. 148

Strong Boxes.
Erie Art Metal Co. 165

Page

Tables.
St. John's Table Co. 159
Van Dorn Iron Works Co., The 113

Telephone Attachments.
American Electric Co. 92

Thumb Tacks.
Hoge, Hampden 150

Time Stamps.
Joslin, A. D., Mfg. Co. 150

Typewriter Cabinets.
Byron Typewriter Cabinet Co. 136
Celina Specialty Co. 145
Toledo Metal Furniture Co. 167

Typewriter Specialties and Supplies.
Ames & Filstead Co. 141
Azora Rubber Co. 98
Cleanall Typewriter Brush Co. 166
Goodrich, The B. F., Co. 155
Morton Mfg. Co. 171
Speed Key Selling Agency 141
Thorp & Martin Typewriter Co. 171
Wiley, W. H., & Son Co. 168

Typewriters, New.
Blickensderfer Mfg. Co. 174
Corona Typewriter Co. 129
Elliott-Fisher Co. 73
Fox Typewriter Co. 155
Noiseless Typewriter Co., The 89
Oliver Typewriter Co. ..... Back Cover
Remington Typewriter Co. 55
Rex Typewriter Co. 122
Royal Typewriter Co. 61
Smith, L. C., & Bros. T. W. Co. 63
Smith-Premier Typewriter 65
Underwood Typewriter Co. 2, 57
Victor Typewriter Co., The 74
Visigraph Typewriter Co., The 72
Woodstock Typewriter Co. 157

Typewriters, Rebuilt.
General Typewriter Exchange 145
National Typewriter Exchange 166
Rebuilt Typewriter Co. 76
Typewriter Emporium 68
Wholesale Typewriter Co. 103
Young Typewriter Co. 171

Waste Baskets.
American Vulcanized Fibre Co. 153
Art Metal Construction Co. 95
Erie Art Metal Co. 165
Massillon Wire Basket Co. 170
Van Dorn Iron Works Co., The 113

The Service Bureau of Office Appliances Is for the Exclusive Use of Subscribers and Advertisers

In the execution of its various commissions this bureau calls upon practically every member of the staff. It answers by personal letters all inquiries upon matters germane to the field, it furnishes special reports upon articles of office equipment, supplies names of manufacturers of any article wanted, puts man and job together, prepares advertising copy, furnishes lists of desirable agents and dealers in nearly every country, aids foreign dealers in securing U. S. A. lines and in many other ways performs useful service, all without charge. Subscribers in every land have made, and are making, good use of this bureau; manufacturers in every section of the field have had evidence of the service.

THE FILES

Written for Office Appliances by Fenn H. Hossick ——— *with apologies to Edgar Allan Poe*

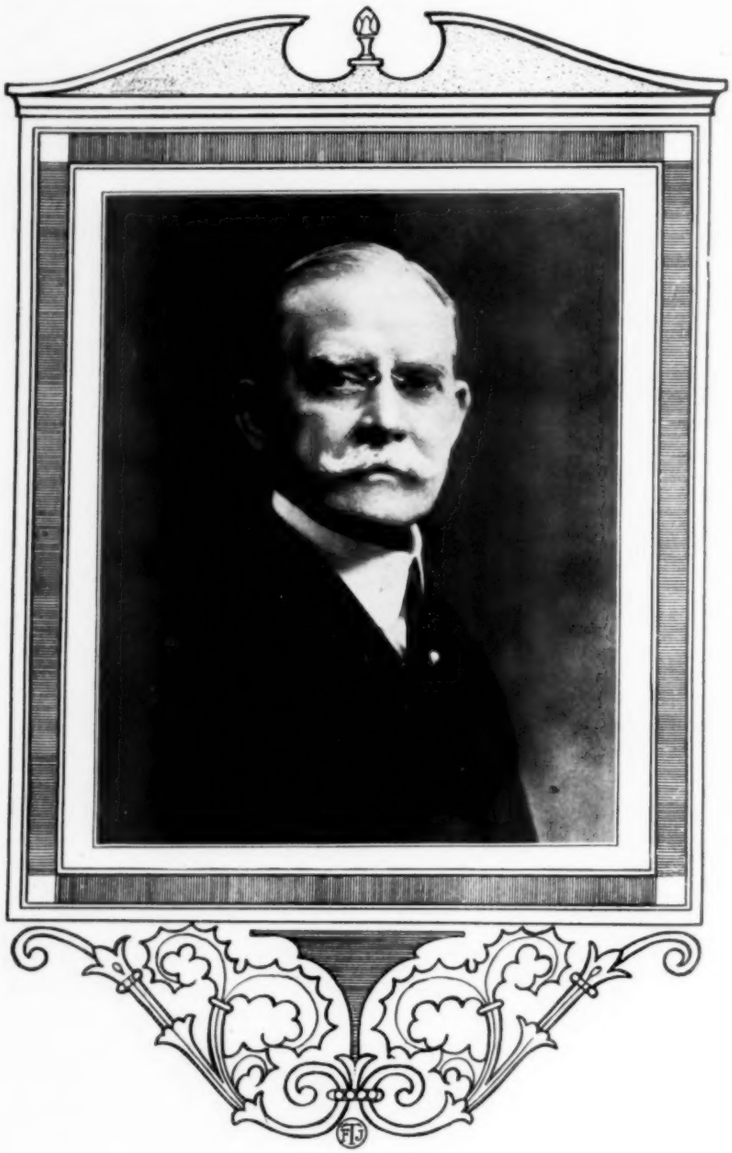
I. When They Work

See the cases with the files—
Busy files!
What a wealth of knowledge man into their care exiles!
How they're yearning, yearning, yearning,
In the world of business
For still larger chunks of learning—
Mossy systems overturning,
Making office cares grow less!
Keeping tab, tab, tab,
On all kinds of written gab,
In those labyrinthine mazes that extend for miles and miles
Through the files, files, files, files,
Files, files, files—
Through the complicated phases of the files.

Watch the busy office files—
Dizzy files!
What a wealth of information one from them beguiles!
Here a letter—there a bill—
What important roles they fill,
In the hurry, rush and worry
Uncomplaining!
What their indices reveal
If the plump and pretty steno hunts with zeal
Never waning!
Oh, from out those silent aisles
What a flood of dope arises on inquiries and styles!
How one smiles
At the piles
Of knowledge he beguiles
From those stacks of carded wilds,
By the opening and the closing
Of the files, files, files,
Of the files, files, files, files,
Files, files, files—
By consulting and communing with the files!

II. When They Don't

Hear them swearing at the files!—
Crazy files!
Everyone is wishing they were on the desert isles.
Nothing in its proper place,
Every hunt a wild-goose chase.
Just because he never learned,
Some poor boob has gone and turned
'Em upside down!
By his clumsy, careless bungling the system's all upset,
And you couldn't find a letter or a user on a bet.
Cases sticking from the wet,
Making everybody fret,
Till the Boss gets sore and sorer,
And the stenos gasp with horror
At his swearing and his frown.
Oh, the files, files, files!
How the office staff reviles
At the hunt!
What an endless source of woe!
What a useless waste of dough
While the office waits the disentangling stunt!
Data mixed with index cards—
All a-jumble
In the tumble—
Everyone a section guards.
And there are no pleasant smiles
At the tangling
And the wrangling
When the follow-ups are trials,
In the mixing and the fixing of the cranky, Sphinx-like files—
Of the files—
Of the files, files, files, files,
Files, files, files—
In the changing and arranging of the files!



JOHN HENRY PATTERSON
PRESIDENT
NATIONAL CASH REGISTER COMPANY
DAYTON, OHIO

Office Appliances
April, 1916
See page 128

OFFICE APPLIANCES
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FROM THE PUBLISHERS' POINT OF VIEW

The Philadelphia Business Show

SELDOM has a big exposition of office appliances and business efficiency equipment received a more emphatic or a better-deserved endorsement than that accorded by the citizens of Philadelphia to the business show and efficiency exposition which was put on there last month by the Annual Business Show Company. The big armory in which the show was held was well filled with interested people throughout the course of the show, and partly by reason of the novelty of an exposition of this kind in the Quaker City, but more because of the good advance work of the show company, the interesting and practical character of the exhibits and the business-like and dignified atmosphere of the exposition as a whole, the character of the crowds gave keen satisfaction to exhibitors and to all friends of clean, practical and constructive business shows.

The armory on the opening of this exposition was well filled with exhibits, and the exhibitors were on the qui vive to make the event prove the value of their judgment and that of the promoters of the show, whose experience in such work is now such as to give a practical guarantee of success to all like events conducted under their management. We believe that almost if not quite without exception every exhibitor felt well repaid in sales and prospective sales resulting from the show. The several special features, including typewriter contests and different days given over to various events and classes of visitors proved most successful. All of these matters are covered in the complete report of the show to be found in the following pages together with some comment on the show and reports of various matters which it is hardly necessary to recapitulate here.

The typewriter contests under the management of the veteran, Professor J. N. Kimball, were important, and while the high records were not smashed, there was a most encouraging improvement in the general averages.

Office Appliances congratulates the business show company upon the success of this event. The next show, to be held this fall in Chicago, will be put on under the most favorable circumstances, and will be followed a few weeks later by the big annual show in New York City.

Old Man Procrastination Again.

A SUBSCRIBER points an excellent little moral in a recent letter to Office Appliances. He says, "When I was a kid we had in our writing book at school this sentence—'Procrastination is the thief of time.' We were supposed to write that sentence until we accomplished a fairly good imitation of the original. I have often wished that more stress had been laid on the meaning." This was written apropos of the fact that his company had procrastinated and had permitted its subscription to lapse.

The writer of the present comment believes that he has written, "Procrastination is the thief of time" some hundreds of times. At any rate he began writing it when he was about seven, and it occurred in every copy book that he had ever used thereafter.

Most of us who have reached the age of forty have written that same sentence in childhood until we knew it well enough to write it not only forwards but backwards, but upon few of us has the force of the sentence ever been impressed. Let us start the new year with the endeavor to do all of today's work today and to leave a clean slate for tomorrow. This will result in a better mental condition which will be reflected in increased business activity, will give each one of us more time, more happiness, more freedom from worry and better results in work and in play.

New Measurement Unit Suggested.

THE editor of the "Practical Engineer," 537 South Dearborn street, Chicago, Ill., makes what appears to be a suggestion worthy of careful consideration. All those who have dealt with foreign and domestic units of measure have been confronted with the necessity of converting metrical units

into feet and inches. When the foreigner purchases American goods which are described in terms of feet and inches he must convert our measurements into his own before he can get a clear understanding of the quantities. When we attempt to sell goods abroad we are likely to fail if we describe them in our own terms, whereas, if we describe them in the terms of the buyer we ourselves are confronted with the labor of conversion into terms which he understands.

The editor of the "Practical Engineer" suggests that a standard of length be adopted which is readily convertible into feet or meters, inches or centimeters, etc. He suggests that the standard of length for this new system be 5 ft. or 60 in., which is equal to 1.524 meters or to 152.4 centimeters. This conversion factor is divisible by 2, 3 and 4 and the length in inches is divisible by 2, 3, 4, 5 and 10. Consider a few of the relations of the New Unit, or "nu." for short:

½ nu. = 30 in. = 2.5 ft. = 76.2 c.m. = 0.762 m.
⅓ nu. = 20 in. = 1⅔ ft. = 50.8 c.m. = 0.508 m.
¼ nu. = 15 in. = 1⅓ ft. = 38.1 c.m. = 0.381 m.

"While the multipliers for conversion to metric measurements look irregular, they are exact in 3 places and are immeasurably simpler than conversion from yards or feet or inches to metric units.

"Going to larger measurements, the mile is 1056 nu. If a greater unit or gu. be taken, as 1000 nu., or 5000 ft., it will equal 1524 meters or 1.524 km., so that the same conversion multipliers will hold between the gu. and the kilometer as between the nu. and the meter.

"For areas the square new unit equals 2.322 square meters or 25 sq. ft., and for volumes the cubic new unit equals 3.54 cubic meters or 125 cu. ft. And to correspond to the gallon, a cube of 0.1 the new unit on a side or 6 in. might be used, giving a volume of 216 cu. in. or ⅛ cu. ft. or 3540 cu. centimeters.

"If we wish to divide the new unit decimally, 0.1 nu. = 6 in., 0.5 ft., or 15.24 c.m.; 0.01 nu. = 0.6 in., 0.05 ft., or 1.524 c.m. and 0.001 nu. = 0.06 in. or 1.524 m.m., all of which maintain the same relative simple relations as the new unit, the foot, the inch and the meter.

"If the United States of America is to enter world markets, our measurements must conform to those of the countries with which we trade, and a simple relation of units, or adoption of the metric units for foreign trade must come."

"Save the Rags."

ONE of the New York papers recently published an editorial under the above caption. We have heretofore noted the fact that foreign buyers are entering the American market very aggressively. It is not generally known, however, to what extent foreign buyers are picking up all manner of commodities in the United States. The following editorial just referred to gives some pertinent hints on the subject.

"Have American households lost the thrifty habit of saving and selling rags and old papers?

"The Department of Commerce comes to the aid of paper manufacturers by calling attention to a serious shortage of raw material needed for the manufacture of paper. Fifteen thousand tons of paper of various kinds are produced every day in the United States. Much of it could be used over again to make more paper of one class or another. But the public nowadays appears to burn its old papers or let them go to waste.

"The same way with rags. Time was when every family saved its rags and every now and then the ragman came around to weigh them and exchange good pennies for them. Does this form of thrift no longer seem worth while?

"It may be that the paper makers, like many other industries, are up against 'war conditions'—and prices. Powder concerns are said to be paying as high as seven cents a pound for all the cotton rags they can get.

"In any case, as the Department of Commerce points out, if housekeepers everywhere will give a little more attention to the saving of rags and papers and get in touch with those who buy them, it will mean 'genuine relief to our paper industry.' Also it may turn out to be a not altogether contemptible item in household economy."

Encouraging Evidence of Increasing Business.

THE report of the Remington Typewriter Company for the year ending December 31, published recently in eastern papers, discloses a net gain for the year of considerably over half a million dollars. This is not only evidence of the strong position which the Remington Typewriter Company occupies in the typewriter field, but is a most encouraging sign of general business prosperity. The report shows that whatever the Remington company may have lost as a result of the war in Europe, it more than made up by substantial increases in domestic sales.

Raw Materials Market.

ALL of those who are at all familiar with market conditions realize that many of the industries which touch the office appliances market are confronted with a serious situation in the supplies field. There is a marked shortage of raw materials owing to the cutting off of supplies from Europe and the tremendous demand on the part of warring nations for nearly every sort of product which human beings can consume. The direct demand for raw materials, the cutting off of supplies of foreign manufactured goods, and the diversion of labor into more profitable channels as a result of enormous war demands, have all combined to cut off supplies of many things needed in the manufacture of certain things in the office equipment line. Steel is extremely high, and the raw materials out of which carbon

paper is made seem certainly to have reached the limit, beyond which they can hardly go higher and sell at all.

Notwithstanding these facts many manufacturers have hesitated on raising their prices, but we believe that there should be immediate advances because such advances will have to come sooner or later otherwise some of the manufacturers will have to go out of business. We believe that price advances should come now, for more stringent situations will confront the raw materials market later on and too great an advance later will disturb conditions and give rise to the cry that manufacturers are taking advantage of conditions to reap a harvest of big profits.

The increasing volume of business which manufacturers are now receiving is apparently not for immediate consumption. Many buyers are anticipating a future demand and are laying up stock in preparation for a shortage which they feel is bound to come about. Goods so purchased are not being advanced by the manufacturer but they will be advanced by the purchaser whenever conditions warrant it. We believe that manufacturers should obtain their share of this anticipated profit. Manufacturers have held off until the present time and we fear that some will even now have to make a disproportionate advance. It is better to begin boosting prices now and to advance by easier stages as conditions warrant.

Court Decision Encouraging to Business.

WHILE the opinion of the Hon. John C. Rose, United States district judge for the district of Maryland in the case of the United States vs. the American Can Company, et al., is not of particular interest to office equipment men, yet, nevertheless, the attitude of the court appears to be one which is growing in favor among jurists and which presages an era of sound reason and tolerance in the dealings of courts with business enterprises.

In this case the officers of the Department of Justice sought to bring about the dissolution of the American Can Company as a trust operating in defiance of the provisions of the Sherman anti-trust law. The case was thoroughly contested on both sides and the taking of testimony and the making of the record involved a labor of about two years. The opinion of Judge Rose indicates that he has well performed the formidable task of considering all the evidence brought before him and his opinion is that of a man having at heart the welfare of all concerned.

The court finds that while the American Can Company was originally organized and for a time conducted its business after a manner not now permitted by the anti-trust laws of the United States, it is now and for many years has been a beneficent organization. It manufactures only about one-half of the cans used in the United States, and in the sense of having exclusive control of the market it is no longer a trust. Its great size, however, gives it a preponderant position in the field, but the court finds that the company does not seek and for many years has not sought to use its power in a manner disadvantageous to others. On the other hand, the court finds that the users of cans do not wish to have the American Can Company dissolved. Its method of business is such as to give them satisfaction and its resources at all times assure them of prompt and efficient service. Technically, however, the company is a violator of the law. The court was, therefore, confronted with a dilemma. He could either order the dissolution of the company and thus do an injustice and work an injury to the canning trade, or he could dismiss the case, in which event all the labor of the government for some years would go for naught. He solved the riddle in a somewhat original manner, suggesting that inasmuch as the American Can Company was doing nothing wrong, the government could well afford not to push the case. He therefore suspended judgment, retaining the appeal without decreeing a dissolution, but reserving the right to do so if ever it shall be made to appear to the court that the size and power of the defendant are being used to the injury of the public, or whenever such size and power without being intentionally so used have given to the defendant a dominance and control over the industry or some portion of it so great as to make dissolution or other restraining decree of the courts expedient. The court announced that he would take this course unless one or the other of the parties insisted upon his entering a final decree.

A Foreign Idea of American Industry.

AN American friend of Office Appliances now resident in Buenos Aires, South America, sends us a clipping from a British newspaper published in that city, throwing an interesting light on the viewpoint of the foreigner with reference to Americans and American products. We have long known that Americans are popularly regarded as rich men abroad; some even go so far as to assert that all Americans are rich. This seems to be the impression which is entertained by the editor of the Buenos Aires newspaper, which says:

"That American gentleman quoted the other day in these columns, who said that Uncle Sam cannot, in normal times, compete in South America with Europe, said 'a sure thing.' There are lines in which the American manufacturer can compete; but, taking one thing with another, he is under a mighty big handicap. He cannot compete, for example, in regard to clothing or textile fabrics, for he pays operatives such wages that the fabrics they turn out cost too much for the average customer, who certainly prefers to pay for foreign labor just as little as possible. If it were not for their tariffs the Americans, in normal times, would not be able to compete, in their own markets, with the more cheaply produced and very excellent foreign products. No American will wear American confections and figure as faultlessly attired. No fair American

will figure in an American built gown at a fashionable fête. It is only when it comes to the products of machine-made goods—goods that can be stamped out in large quantities and assembled rapidly, that the American really 'beats the band.' He works as the German fights—by machinery. We believe that there is no army in the world, even now, better machine-gunned than the Kaiser's army."

The statement that no American will wear American-made garments and regard himself as faultlessly attired, and that no American woman will figure in an American-built gown at a fashionable fête is, to put it mildly, amusing. There are perhaps in the United States some few thousand men and women who can afford and do occasionally indulge in foreign-made clothing. Some there are who purchase nothing else, or did so until the European war shut off the supply, but the assumption that no man will regard himself as fashionably attired unless his evening suit is made in London, or that no American woman will wear a gown at a fashionable gathering not made by Paquin or Worth, is certainly drawing it rather fine.

Our European friends do not yet understand that the habit of purchasing foreign made goods by Americans is regarded by the bulk of their fellow countrymen as a pose more than as an evidence of the superior worth of the foreign article. It is literally true that many things are cheaper abroad than they are in America and doubtless our tariffs have much to do with it, enabling us to pay higher wages to operatives than are paid abroad. At the same time the widespread use of machinery for industrial purposes enables American operatives to turn out immense quantities of merchandise for which there is usually an active market at a good price. We are not prepared to admit without argument that an article is necessarily deficient because it is machine-made, nor are we prepared to say that a hand-made article is necessarily better than one made by machine.

Thirty years ago there was hardly any underwear or silk hosiery manufactured in the United States. At least the quantity manufactured at that time was by no means sufficient to supply the demands of the domestic market; hence nearly all of our goods of that description were imported and were sold in this country at exceedingly high prices. In men's goods especially we recall that a fairly good quality of imported underwear would cost at least twice as much as the same quality of domestic-made goods brings at the present time. As for silk hosiery, it is now possible to obtain socks of first-class quality made at Paterson, N. J., out of silk woven in that city, for fifty cents a pair. The same quality could not have been obtained thirty years ago even though it was the product of cheap foreign labor for less than twice that sum. The same thing holds good in many other departments of manufacture, in men's clothing, for instance, which can beyond a doubt be obtained almost as cheaply and in quite as good quality as in the most favored foreign centers. The writer believes that it is a fallacy to insist that a protective tariff and living wages for labor are necessarily responsible for expensive merchandise. In America as elsewhere prices fluctuate according to the law of supply and demand. One must remember that these United States have in the last fifty years practically added fifty million people to their population—certainly a tremendous increase to care for and to supply with all the commodities of civilized life. No country in the world could meet the demands of such a rapidly increasing population without a consequent advance in the price of everything which is used by civilized man. Other factors, of course, have entered in but we believe that the demand is at least in a large part responsible for the famous American high prices.

It is decidedly true that the American does work by machinery. If he had not done so he could not have supplied a tithe of the merchandise demanded by his fellow citizens. We maintain that the American works as well by machinery as his brothers abroad work with their hands, and that if he does not put quite the finish and loving care upon the devices he turns out, it is because for every article there are two customers waiting at the door and telling him to hurry.

¶ IF YOU CAN'T PUT IT OVER IT'S NO USE TO TALK IT OVER. THINK IT OVER.

Ike Millikan Says: The old saying, "an empty wagon makes the most noise," is true of men—with the exception of T. R.

A. Hoosier.

THE SITUATION AS TO SUPPLIES

Serious Shortages in Standard Supplies Bring Acute Situation in Stationery Trade. Some Opinions by Leading Manufacturers.

CONDITIONS in the filing supplies business partake of the same characteristics as those in ribbons and carbons and other industries which have been largely dependent upon certain foreign-made supplies for raw materials. The enormous demands by warring nations for all manner of products has created a situation in domestic markets which is decidedly acute and to the last degree uncertain. Office Appliances has written to a number of the leading manufacturers of filing supplies, some of whom have replied to our communication. We present the substance of their letters herewith.

The Shaw-Walker Company, Muskegon, Michigan, states that the situation is critical. All the mills have increased their prices on raw materials while others have sent out notices that under no consideration will any orders be accepted until their present contracts have been completed. The increase in price of paper up to this time has been from 15 to 30 per cent, which necessarily forces the manufacturers of cards, indexes, guides, etc., to increase their prices to overcome the extra amount charged by the manufacturers of the materials from which such supplies are made. The Shaw-Walker Company states further that most concerns selling filing supplies have increased their prices and those who have not will be forced to do so in the very near future.

The Wabash Cabinet Company, Wabash, Indiana, writes as follows:

"We are glad that you are planning an editorial on the subject of price increases, as we believe the dealer should in justice understand the position in which almost every manufacturer is placed. The large buyers seem to appreciate the situation and have made preparation for it, but there are many dealers who believe that manufacturers are "bulling" the market and use the war as an excuse to boost prices because of imaginary higher cost. This may possibly be true in some few lines, but not in the steel and paper trade. It has now come to the point with these lines where it is not a question of price, but of the purchase of various materials at any price, ledger, manila and pressboard papers, the three materials which are chiefly used for manufacturing supplies for filing cabinets, having advanced from 20 to 50 per cent. These stocks in colors have advanced from 10 to 20 per cent more.

"Wood furniture has not suffered so seriously, and we do not look for a very great increase, if any, over the standard prices of wood filing cabinets. Steel furniture, however, is hard hit. We have had to make two big jumps in price and contemplate a third, and if conditions persist, steel furniture costs will become a serious factor. You undoubtedly have noticed the trend of advertisements of late, so we are not giving away any of our trade secrets."

The Macey Company, through E. K. Prichett, its secretary, states that the situation with regard to the paper market is not only serious but critical. Raw materials from which paper is made are very scarce; in fact, in many instances cannot be obtained at all. Bleach and coloring matter are away out of sight and difficult, if not impossible, to get. The prices of paper have advanced in some cases over 100 per cent. The mills will not accept orders for any specific delivery. At the present time orders are only accepted subject to price *on the day of shipment*. No prices are guaranteed even for immediate acceptance.

"It behooves the trade to conserve the present supply of paper and paper materials as far as possible. The manufacturers of filing supplies have for a long time foreseen the present conditions and have endeavored to conserve their stocks and make distribution as equitably as possible so as to serve all their customers and prevent the accumulation in a few hands of the visible supply of finished products and folders. Those who bought early were very wise, and doubtless have made money on their purchases. How long this will continue no one knows, but the chances are it will be a considerable time before the situation eases up."

A prominent manufacturer of filing devices and supplies who doubts the wisdom of agitating the situation by the publication of specific information and therefore does not wish his name to be used, expresses the opinion that whatever may be written relating to the raw material situation will be of little value to the trade, for the reason that whatever one may say today is not true tomorrow. Manufacturers are up against a very serious problem on account of the sudden fluctuations of prices of all materials. The percentage of increase is anywhere from 25 to 400 per cent, and some materials are off the market entirely. This manufacturer stated that this company is doing everything in its power to cover its requirements but that this is not only difficult but expensive.

F. C. Morse, secretary of the Browne-Morse Company, Muskegon, Michigan, writes:

"Owing to the scarcity of rags, dyes and raw materials to make paper, the mills, we understand, are

experiencing great difficulty in getting material enough to take care of their customers. As a result the prices of paper stocks are advancing anywhere from 25 per cent to 50 per cent, and it is almost impossible to secure some of the colors.

"I do not believe there is any country in the world that would allow a situation of this kind to exist as our government allows it to exist. As I understand it, the chief cause for the shortage in raw materials is because certain manufacturers have cornered the market on rags and are using them in manufacturing munitions. This condition only parallels that of all other industries. The American manufacturer is being robbed of his raw materials in order that certain few of the larger manufacturers may make munitions of war for Europe. It is a colossal material waste and yet our eminent government allows this waste to continue to a point where it is embarrassing every manufacturer and every retailer and will soon embarrass every consumer in the country, simply for a favored few."

Pencil Situation Serious—Save the Stubs!

In the New York Post of recent date an article appeared concerning shortage of pencil materials—a situation which has developed since the outbreak of the European war. A leading pencil manufacturer informs us that this article is substantially correct. We take the liberty, therefore, of quoting the essential portions of the article:

"A shortage of pencils—which, according to an official of one of the three foremost companies in this country, is likely to develop into a full-fledged pencil famine—is confronting the pencil-using public as a consequence of the European war. The present rate of production is so far below what it should be that manufacturers are three months behind their orders, owing to the shortage of materials.

"How pencils are made is a secret guarded religiously by every concern making them, but that the 'makings' include more than lead, graphite, and wood —of which there is plenty—is something that even those sworn to secrecy are free to admit. Dyes made in Germany and Austria are used in nearly every pencil turned out in the United States, and the scarcity of these dyes largely is to blame for the present tie-up in the pencil industry.

"Except for the cheapest grade of pencil, the modern article has to be properly finished with a varnished coating in orange, red, yellow, or blue. The dyes that made these colorings are now to be had in such small quantities that prices have soared and pencil makers often are unable to obtain what they want at any price. Within recent months the supply of these dyes has practically stopped and that which dealers had on hand when the war began long since has been exhausted. Pencil-makers now pay two and three times the standard price for these commodities and are lucky when they can get even a small amount at a time.

"Shortage of Copying Pencils.

"In the case of the indelible or 'copying' pencil, the dye shortage is particularly disastrous. Copying pencils are among the most extensively used in the United States. They are almost indispensable to railroads and other concerns with large numbers of employés keeping books, and millions of such pencils retailing at ten cents apiece are used up here every year.

"To make the copying pencil requires a dye known in the trade as methyl violet. It is an aniline product made almost exclusively in Germany. Since the war, methyl violet has practically ceased to be imported, and the output of copying pencils has fallen almost to nothing.

"In various parts of the country efforts now are being made to manufacture methyl violet locally. Certain kinds of water, containing natural alkali, found extensively in Germany, are supposed to be needed for this purpose. Recently, it has been found that the waters of Wappingers Falls, N. Y., are suitable for the manufacture of methyl violet, and a company already has begun to manufacture the dye there on a moderate scale.

"Even if this and other similar experiments prove successful, it will be a long time before the supply of methyl violet is sufficient to meet the pencil makers' needs. Copying pencils have advanced in price $3 and $4 a gross above normal, and the prospect is that they will go higher.

"Scarcity of Brass, Too.

"Another handicap brought about by war conditions is the scarcity of brass. More than fifty per cent of the pencils made in this country require brass rings to hold the inevitable rubber eraser at one end. According to the pencil manufacturers, the munitions makers have first call on most of the brass now being turned out. They are placing enormous orders, and willing to pay unheard-of prices. The result is that makers of pencils must get along with what is left over after the munitions makers have been attended to, and they must also pay fancy prices for the brass they do get. One pencil manufacturer said that the shortage is so great that manufacturers of brass no longer can fill orders from the pencil industry in less than three months.

"To cap the climax, a shortage of cedar wood has developed. This is not attributed to the European war, but to the reckless methods of chopping down whole forests of cedar without making provisions for a second growth. Cedar wood, once the universal material for pencils, now is so scarce and so costly that it is used in only the highest grades. All others now employ an inferior white wood from the forests of the West.

"The combination of circumstances which has come near to paralyzing the pencil industry is likely to be felt for months to come wherever pencils are used, according to the manufacturers. Retailers, and especially the corner stationery stores, are beginning to feel

the pinch. Prices of many varieties of pencils already have gone up, and manufacturers predict further advances for the months to come.

"Thrifty persons, who have come to depend on pencils as a daily necessity. would do well to save the 'stubs.' If the threatened famine arrives, these stubs, when fitted into a holder, can be used to the end."

The Supply Situation in the Loose Leaf Field.

Conditions in the loose leaf field as affected by the supplies situation are a reflection of the same conditions in other fields in which similar raw materials enter. An outline of these conditions has been given to Office Appliances by Ralph B. Wilson, president of the Wilson-Jones Loose Leaf Company of Chicago. We take pleasure in presenting Mr. Wilson's views herewith, knowing that the supplies situation as it affects the loose leaf industry, and, in fact, all branches of the stationery business, is of vital interest and importance to dealers. Mr. Wilson says:

"Never before have the loose leaf manufacturers of this country been confronted with a situation more serious and more trying than that which has recently arisen through the shortage of raw materials, combined with extraordinary demands for nearly all classes of merchandise. We are finding the present condition exceptionally hard to meet, due to the fact that so many kinds of raw materials are used in the making of loose leaf goods. There is no other industry I can think of, supplying the stationery trade, which uses a greater diversity of materials on which the market has been affected by the recent advances.

"Late in the year 1915, we placed contracts for practically all materials used in our products in quantities which we felt would amply meet all our requirements for the present year. Although the demands on us, at that time, were much heavier than they had been for the same months of the preceding year, there was nothing to indicate the unprecedented increase in business which we have been obliged to meet during the first quarter of this year, in which our sales were 50 per cent greater than for the same period of 1915. Manufacturers on whom we had every reason to believe we could depend to live up to their contracts with us and to supply us with materials in any quantity we required have simply been unable to get their supplies in sufficient quantities to enable them to meet the increased demands, and this has resulted in the withdrawal of contract prices and the refusal on the part of these manufacturers to accept orders for future delivery.

"What the outcome of the present conditions will be, no one can predict. There seems to be a feeling that the demand will slack off considerably during the summer months, which will, no doubt, result in a decrease in the cost of raw materials.

"Personally I feel that there will be quite a marked return toward normal conditions by September 1st. However, there is nothing upon which to base this optimism, except the conviction that there has been a general tendency all over the country for buyers to load up for future requirements in order to protect themselves against advances in the price, and now that the prices have seemingly reached the limit, it appears to me that there will be much less demand than we have felt during the past four or five months.

"It is, of course, impossible for the manufacturer to forecast what effect the market conditions will have upon prices. The slight advances which have already been made in the prices of loose leaf goods do not begin to cover the advance in the cost of labor and material entering into these products.

"We feel that it is our duty to protect our dealers as much as we possibly can in this emergency and prefer to carry a large share of the loss ourselves rather than repeatedly change our prices and discounts.

"To give some idea of the extent to which the cost of raw materials has increased, I give you the following figures:

Sheet and strip steel of which the frames of most loose leaf devices are now made	100%
Rod steel from which the sections of post binders are made	110%
Aluminum castings	100%
Binders-board	60%
Strawboard	50%
Canvas	25%
Corduroy	10%
Cowhide	15 to 20%
Pigskin	33⅓%
Ledger, bond and flat papers	20 to 33⅓%

Other items such as glue, ruling colors, tool steel and small tools for machine shop use such as drills, files, reamers, milling cutters, taps, etc., have advanced from 33⅓ to 300%, and some supplies in these lines have practically been withdrawn from the market.

"Some of our dealers have asked why we have not taken care of the advances which it has been necessary for us to make by increasing our list prices rather than by reductions in our discounts, and in answer to these inquiries we have replied that we do not deem it advisable to change the list prices until we know definitely what changes in the cost of raw materials are likely to follow in the next few months. In view of the fact that the mayority of our larger dealers have published their own catalogs containing the present list prices and as these catalogs have already been distributed to the consumers, we do not see where a change in our list prices would have any immediate effect, inasmuch as it would be impossible for us to give nation-wide distribution to our new list.

"We have suggested to our dealers that the present situation can be handled to best advantage by attaching notices to catalogs, price lists, letters of quotation and invoices calling attention to the fact that the recent advances in the cost of manufactured articles makes it necessary to bill at an advanced price, until further notice. We sincerely hope that it will not be necessary for us to make any further changes in our prices, and we will certainly take no action in this direction unless it is absolutely necessary to do so."

Managers and assistant managers of exhibits who were in attendance at the Philadelphia Business Show. Taken especially for the Annual Business Show Company and Office Appliances.

FIRST PHILADELPHIA BUSINESS SHOW

Big Efficiency Exposition in Quaker City Scores Pronounced Success.

IN a blaze of blue and gold, Philadelphia's official colors, to the strain of "America," by D'Aquin's orchestra and a vociferous salute to the national anthem and hundreds of American flags draped throughout the big armory, at one o'clock, Monday afternoon, the 13th, the first Philadelphia Business and Efficiency Exposition was officially declared open and a new standard of exhibits of this nature set for the Quaker City.

At no time in the history of the business show was there displayed more thorough and intense interest in modern office appliances than was evident during the days from March 13 to March 18 at the First Regiment Armory. With the opening of the big doors, every man was at his post as the record-breaking crowds made their first entry. From that hour until ten-thirty Saturday night, amidst the din of shouts and the pounding of boxes, announcing the end of the exposition, interest did not lag for a single day. The rain of Tuesday night and the snow of Wednesday had no effect upon the attendance, which from every point of consideration was as high a standard as was ever attained by the show enterprise.

An unusual amount of space was given to the exposition by the Philadelphia newspapers, The Public Ledger, Philadelphia's leading daily, being the first in amount of matter. The special events of each day and evening were covered comprehensively in the Ledger's morning and evening editions. This newspaper not only gave splendid promotional service to the exposition itself, but it featured in some way every exhibit and made special feature stories of interviews with the principals of the exhibiting firms.

The aim of the show was to bring together the men who make modern office labor and time-saving devices and the business men who use them. It is estimated that 70,000 attended the show during the week.

In diversity of exhibits no show of recent years in any city has exceeded the one just held. Typewriters, adding, calculating, addressing, folding, copying, pay roll computing and letter duplicating machines; dictating machines, check writers and check protectors, all were represented by the finest possible examples of mechanical perfection and the stationery exhibits showing the most modern types of accounting books, loose leaf devices, filing cabinets, paper specialties, typewriting equipment, and many other time and money-savers. Everything was there, even to pencil sharpeners, ink-stands, paper clips, and the countless other small specialties of office equipment that human ingenuity has devised.

While it is always desired that the attendance be large, nevertheless great crowds are not the real object, but the class of attendance is the important feature. Nothing was left to be desired in this respect at Philadelphia, for the character of the attendance was of the best.

Special Days and Events.

Tuesday was Municipal Day and the heads and employés of the municipal departments of Philadelphia and neighboring cities were especially invited to attend, with a gratifying response.

Wednesday and Friday afternoons from 1 o'clock until 6, were known as Executives' Days, and only executives of establishments in the city were admitted by special ticket. The wisdom of this feature which has been tried out in other cities was again demonstrated.

Thursday was Out-of-Town Merchants' Day, and business men from nearby cities were the guests of the show. Tickets were supplied by the Philadelphia concerns engaged in the sale of office equipment, and again a gratifying response was in evidence.

Many of the visitors were especially interested in seeing the first adding machine and the first calculating machine invented in this country, which were shown at the booth of the Monroe Calculating Machine Company. These machines were shown for the first time in Philadelphia at the centennial exposition in 1876. The gold medal awarded F. S. Baldwin for the first adding and subtracting machine was also shown at this booth. An interesting event in this connection was the attendance during the week of Henry R. Heyl of Philadelphia, who has been connected with the Franklin Institute for forty-four years and who recalled the presentation of the Scott premium to F. S. Baldwin by the Franklin Institute in 1874. D. K. Miller of Philadelphia, who was a personal friend of Mr. Baldwin at this time, was also a visitor during the week.

Among the visitors during the week were also experts from France and Japan, as well as many of the larger cities of the United States.

No one perhaps ever thinks that boards as stiff as steel can be made from fluffy cotton. The American Vulcanized Fibre Company proved it at the show and displayed the processes from the cotton growing in the field to the finished product. The cotton is made into pulp, rolled into sheets and then hardened by a chemical process into boards, and then utilized to manufacture the well known Vul-Cot waste basket.

Another remarkable exhibit was that of the International Money Machine. It counts money and in the long run saves it, even though it does not make it. This is a combined adding machine and cashier. Pay envelopes are held at a small outlet and when the amount is indicated on the machine the coins pour into the envelope.

The Alvah Bushnell Company's booth was another instructive stopping place. Jute was shown in the raw state and in various processes of making before the finished product is reached.

At the Royal typewriter booth much interest was shown in the demonstration of the renewal of the universal bearings of the machine, the object being to show the ease and rapidity with which new bearings could be inserted in the Royal machine. It was shown to require but a few seconds and was accomplished without removing the machine from the desk. The insertion of the new bearing pushes the old from its place in the machine. This demonstration was designed to show the simplicity of the Royal machine and the elimination of lost time and work where a change of bearings is required.

At the Underwood booth there were exhibitions during the week by the winners of the contests and other speed and accuracy contests by the fastest operators, creating splendid interest all the time.

At the Remington booth were exhibitions by champion speed operators, relay contests and other such special features—in fact, the various typewriter company booths with their great diversity of machines were a never failing source of interest. The coming champion in embryo and the business man with a desire for the increased output without loss of quality were in attendance constantly.

Frank E. Tupper, President, Annual Business Show Company.

The "duodecillion" machine at the Burroughs booth was a striking example of capacity in machines of this character, and thousands of persons expressed interest in the remarkable machine, which counts up to forty places.

The Burroughs company also found much interest shown in their machine which counts, keeps track of and makes a record of the amount in pay envelopes on the envelope.

The Kalamazoo Loose Leaf Binder Company stopped the crowds with a bull dog. He was shown suspended to a loose leaf binder with his entire weight on one of the sheets, emphasizing that although called "loose leaf" books, the leaves cannot be removed until unlocked. The gold medal won by the Kalamazoo Loose Leaf Binder Company at the Panama-Pacific Exposition was also on display at the booth.

The Ensign Electric Calculating Machine Company of Boston attracted much attention with a sign "90% machine and 10% operator."

Cushman & Denison were kept as busy probably as any two booths in the show because of the great diversity of articles in their line. Paper clips, ink wells, time stamps, dating stamps and many other of the smaller stationery specialties in this well known line were a never ending source of inquiry.

The Addressograph Company's and the Elliott Addressing Machine Company's booths were among the prominent points of interest during the week, and at the booth of the Office Device Company, where the Belknap Rapid Addressing machine was shown, extra interest was aroused by a contest held during the week among local users of the Belknap machine. Young men from the Curtis Publishing Company made the best records. The test was in addressing labels such as are attached to packages. Byron Mayberry of the sales division of the Curtis company addressed 116 labels in one minute, and 22 wrappers in 20 seconds. Joseph Gaer from the same company addressed 90 labels in one minute.

The new Multiplex Hammond typewriter with its marvelous versatility was a source of constant interest. The wonderful array of bookkeeping machines of Elliott-Fisher, and kindred products such as the Ellis adding-typewriter, Moon-Hopkins, Underwood bookkeeping machine and the Remington-Wahl, kept persons in the booths busy caring for the interested visitors.

Nathan W. Tupper, Vice-President, Annual Business Show Company.

The Rand Company with its splendid visible card and indexing system, came in for its share of active interest. In fact, everyone exhibiting had all he could do to approach caring properly for the interested visitors.

The show was characterized by the Philadelphia Ledger as the $1,000,000 business show, and the display was clean cut and distinctly metropolitan in appearance. The Armory was transformed into a great exhibition hall for the occasion. From the white columns there radiated thousands of electric bulbs. Foliage was gracefully draped from the columns and the trellis between them, and there was uniformity of arrangement throughout. Everything was done that could add to the success of the show in its appeal to the eye. From the big Remington booth at the rear of the hall to the comprehensive display of the Underwood company in front of the main entrance, everything was complete. While the success of the show can be from one viewpoint attributed to the earnest work of the exhibitors, Frank E. Tupper, president, and Nathan W. Tupper, vice-president of the Annual Business Show Company, have,

since last October, been arranging for the various exhibits and attending to the great volume of detail surrounding the holding of such an event, and nothing should detract from the great credit due the Tupper brothers for the remarkable success achieved in the final result of the first annual Philadelphia Business Show and Efficiency Exposition.

It is worthy of note that a representative of the daily press of Philadelphia after a careful canvass of exhibits made an estimate of over $100,000, ranging from $60 to $8,000 a booth, in actual sales during the show, and a possible future gain of over $500,000 through reliable interested inquiries. Almost without exception every exhibitor expressed surprise at the response to demonstrations in the shape of real orders and positive prospects.

Photographs in This Section.

The excellent illustrations of the exhibits presented in this section were reproduced from photographs taken by the Philadelphia Commercial Photograph Company, 808 Chestnut street, Philadelphia. This work was well handled and reflects much credit upon the ability and the enterprise of the photographer and his staff.

THE TYPEWRITER CONTESTS

Monday of show week was known as Commercial Students' Day, and the exposition was thrown open to the students of all the business colleges. The feature of the show at this session was the Eastern States Championship Typewriter contests. These have been held in the past in other cities, but on account of the exposition were held in Philadelphia this year. There were three contests. Gold, silver and bronze medals were awarded the winners in each event. A Philadelphian, William F. Oswald, won the first prize in the professional contest of one hour, with the remarkable record of 130 words per minute, net. The world's record is 136 words. J. L. Hoyt of Kansas City won second honors with a record of 127 words a minute, and Gus. R. Trefzger of New York won third with a mark of 124 words per minute.

In the amateur contest of one-half hour's duration, Miss Bessie Linsitz of New York was first, with a record of 124 words per minute; Miss Rose Bloom of New York, second, also writing 124 words a minute, but making nine more errors than Miss Linsitz, and Miss Anna Gold of New York was third, with a mark of 121 words per minute.

In the contest for novices who began typewriting since September 1, 1915, Miss Genevieve Maxwell was first with a record of 84 words a minute; Miss Celia Greenberg was second, with a record of 83 words a minute, and Miss Anna Johnson third, with a mark of 72 words per minute. This contest lasted fifteen minutes.

The gold, silver and bronze medals awarded to the winners were designed after ideas supplied by Prof. J. N. Kimball, manager of the contests. These medals were distinctive and different from others we have seen, and were withal of great beauty and attractiveness.

In these contests no records were broken save in the Novice class, where the winner made 84 words a minute—the highest figure ever achieved by one who had used the machine only six months. Mr. Oswald's record of 130 words a minute for one hour was good, comparing favorably with the results of the last International Contest, the matter used at Philadelphia being somewhat more difficult and the surroundings not quite so favorable to the development of the highest speed. No visitors were present at the Philadelphia contests except Miss Owen and Messrs. Blaisdell and Trefzger, because it was impossible to stage the event at the Armory so the public could watch the work. It is expected, however, to arrange the contests at the Chicago business show in September so that all may see the work who wish to do so.

The demonstrations by the respective speed experts at the booths of the Remington and Underwood Companies during the week are said to have been the finest ever given at any business show.

Following are the official records of the typewriter contests which were held at the Philadelphia business show.

Professional Class.

Machine.	Name.	Gross.	Errors.	Pen.	Net Words per Words.	Minute.
Und.	Wm. F. Oswald	8,125	63	315	7,808	130
Und.	J. L. Hoyt	7,825	40	200	7,625	127
Und.	Gus. R. Trefzger	7,945	104	520	7,425	124
Und.	Rose L. Fritz	7,934	113	565	7,369	123
Und.	Bessie Friedman	7,712	70	350	7,362	123
	Amateur Class.					
Und.	Bessie Linsitz	3,930	43	215	3,715	124
Und.	Rose Bloom	3,866	32	160	3,706	124
Rem.	Anna Gold	3,904	54	270	3,634	121
Rem.	Hortense Stolnitz	3,918	57	285	3,633	121
Und.	Geo. W. Gaskill	3,750	41	205	3,545	118
Und.	Martha Dunn	3,655	30	150	3,505	116
Und.	G. L. Hossfeld	3,667	35	175	3,492	116
Und.	C. D. Bills	3,526	25	125	3,401	113
Und.	Wm. D. Miller	3,514	24	120	3,394	113
Rem.	Geo. Zeihl	3,301	28	140	3,161	105
Und.	D. E. Stubing	3,446	57	285	3,161	105
Rem.	J. A. Riordan	3,195	8	40	3,155	105
Rem.	J. L. Gwirtz	3,297	94	470	2,827	94
Und.	Sarah Rosenberg	2,770	4	20	2,750	91
Und.	Lillian Baker	2,389	2	10	2,379	79
Rem.	Wm. C. Wurfflein	2,749	109	545	2,204	73
	Novice Class.					
Und.	Genevieve Maxwell	1,453	40	200	1,253	84
Und.	Celia Greenberg	1,375	25	125	1,250	83
Und.	Anna Johnson	1,167	18	90	1,077	72
Und.	Myrtle McDonald	1,196	28	140	1,056	70
Rem.	Beatrice Horwitz	1,041	5	25	1,016	68
Und.	Margaret E. Crane	1,219	46	230	989	66
Rem.	Marion Waner	996	17	85	911	61
Rem.	Doris Wright	1,000	20	100	900	60
Rem.	Helen Adams	1,150	52	260	890	59
Rem.	Bertha Holbert	1,206	65	325	881	59
Rem.	Leonard Perry	1,049	34	170	879	58
Rem.	Helen N. Foote	1,052	40	200	852	57
Und.	Dinah Lachinsky	1,180	72	360	820	55
Und.	W. P. Detweiler	973	32	160	813	54
Und.	Malvina Mercner	937	35	175	762	51
Und.	Fay E. Corle	862	24	120	742	50
Und.	Ed. F. McGinlay	626	24	120	506	34

THE EXHIBITS

ADDRESSOGRAPH CO., THE, Chicago, Ill., and Philadelphia, Pa.—On exhibit at this booth were three models of the hand-operated Addressograph; all of the Universal models of the Addressograph, equipped with attachments for listing, imprinting, selecting, etc.; Automatic Selector Addressograph, which automatically selects for addressing from among one or more classifications and skips classifications not desired: Automatic Addressographs, for feeding and addressing envelopes, bills, statements, premium notices, cards, etc.; Automatic Wrapper Feed Addressograph, which automatically feeds, addresses, prints corner cards and cuts wrappers from a roll. This machine also automatically picks out, during the operation of addressing wrappers, those address plates of subscribers whose subscriptions have expired, and places such address plates in a separate receiving drawer—the plates of active subscribers dropping after addressing in regular or active filing drawers; the new model F-2 Addressograph, which can be equipped with attachments for addressing, selecting, imprinting, etc., of every nature, but which prints through a ribbon. This machine is an innovation in the addressing machine field, as the printing is done by means of a rotary platen—

the same mechanical method of printing as is followed in the best duplicating machines. This machine produces a perfect fac-simile of typewriting and can be used with great success for filling in imitation typewritten letters produced by any process using metal type and ribbon.

Graphotypes, hand operated and motor driven. These machines are used for embossing type on metal plates. Several different styles of type can be made; typewriter style type, both upper and lower case, to match standard styles of typewriter type; large clock figures for pay roll purposes, and bold face type for various kinds of imprinting work.

The exhibit was in charge of F. M. Reeder, Philadelphia manager. He was assisted by J. A. Shelly, Jas. E. Shearer, W. Hamstrom, De Leon Spencer, Miss B. Bryan, H. W. Gengenbach, and Russell Alexander of the Philadelphia organization.

ALEXANDER, W. H., The Bourse, Philadelphia, 113 Hudson Street, New York.—Ideal stencil cutting machines were shown here. The smallest machine in the world was shown for the first time, in addition to the large and medium sizes of the Ideal. Mr. Alexander also exhibited the Ideal stencil filing cabinets and stands, the Garvey fountain stencil brushes, Garvey stencil ink, marking pots, box openers, scrapers, stencil board and other shipping room equipment.

W. H. Alexander, his New York manager, H. W. Meyers, and Robert F. Alexander were in Booth 118.

AMBERG FILE & INDEX CO., 79 Duane Street, New York, N. Y.—Here was shown the complete Amberg line of correspondence and record filing devices in both wood and steel. Special attention was given to the Amberg vertical alphabetical indexing.

The exhibit was in charge of Paul G. Amberg.

AMERICAN CLIP CO., Long Island City, N. Y.—See H. D. Snyder.

AMERICAN MULTIGRAPH SALES COMPANY, Cleveland, Ohio, and 910-912 Chestnut Street, Philadelphia, Pa.—Here was demonstrated the Multigraph Senior equipment for printing and form letter work, which includes the electric drive, printing ink attachment and automatic paper feed. Here also was shown a No. 4 Multigraph with signature device which turns out actual typewritten form letters, with a signature, at one impression. In addition to these equipments, there was exhibited the new Multigraph Junior equipment for form letter work and printing. This equipment is designed for concerns who do not send out printing and form letters in large quantities.

The exhibit was in charge of G. H. Jackson, division sales manager, assisted by W. N. White, salesman, and John Rosler, demonstrator.

AMERICAN VULCANIZED FIBRE COMPANY, Wilmington, Del.—Here were exhibited Vul-Cot waste baskets in various shapes and sizes, also the Vul-Cot sanitary white enamel waste basket. This basket is characterized as the first guaranteed waste basket and carries a five-year guarantee. The different styles and finishes of the product were well shown and the construction from the raw material to the finished product was shown. The entire display was not only of great interest to all attending, but very instructive as well.

Those in charge of the exhibit were W. A. Jordan, general sales manager; N. W. McGrew, Philadelphia district sales manager, and T. B. Baldridge, Philadelphia office salesman.

AUTOCALL COMPANY, Shelby, Ohio.—Here was an interesting exhibit of electric signaling devices. A closed circuit fire alarm equipment, and an automatic signaling device for locating important men in a factory, bringing them to the nearest telephone; also a fire alarm system and calling device combined, were features of this exhibit.

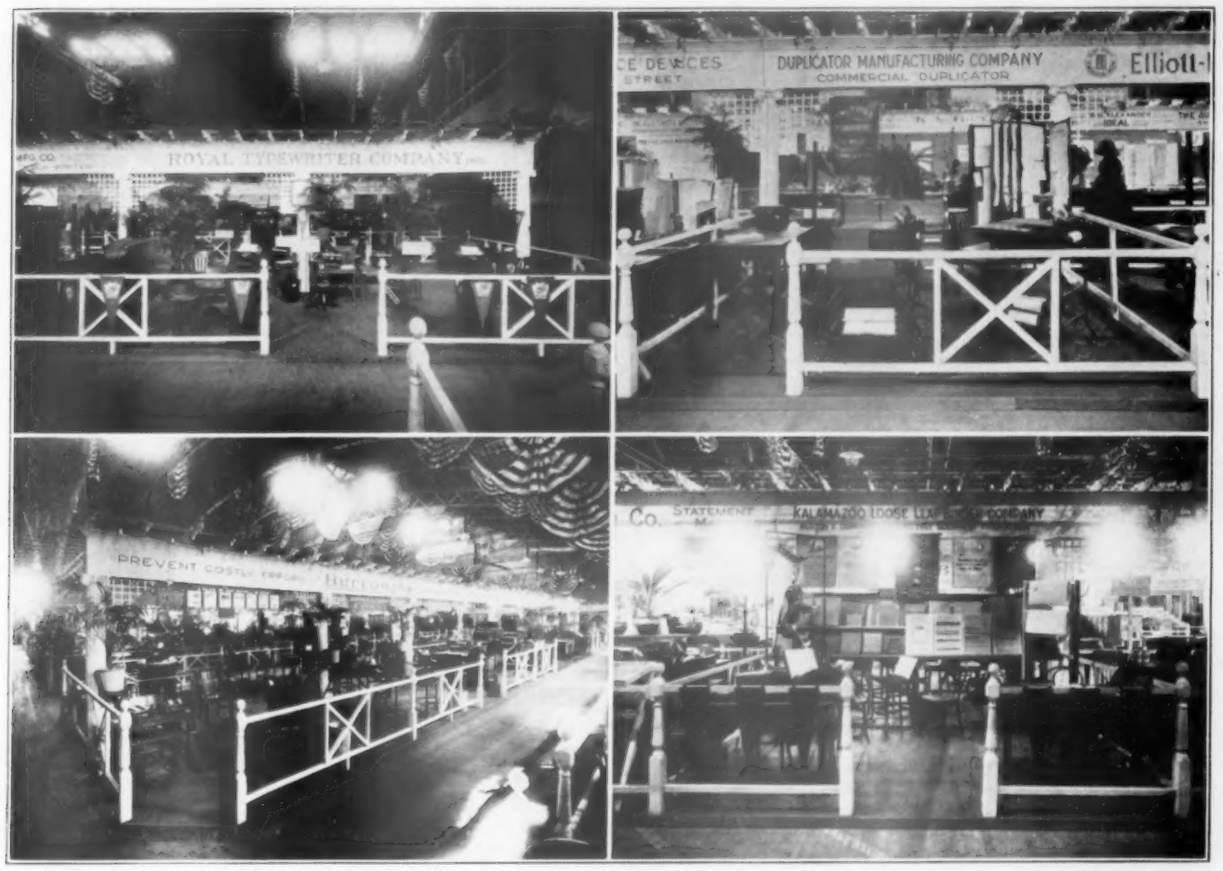
This booth was in charge of Charles A. Kirkland, general sales manager, assisted by Russell E. Baum, local Philadelphia representative, and Mr. Chittick.

AUTOMATIC PENCIL SHARPENER COMPANY, Chicago, Ill. Here were demonstrated the "Chicago" dollar pencil pointer, the "Chicago Giant" pencil pointer, and the "Junior," "Wizard," "Dexter," "Dandy" and "Ideal" pencil pointers—all products of the Automatic Pencil Sharpener Company.

The attractive manner of arranging this display caused all visitors to stop and have their pencils sharpened. The practical value of this well known product was well demonstrated.

The exhibit was in charge of Charles H. Carpenter and S. A. Harpold.

AMERICAN STEEL FURNITURE COMPANY, Philadelphia, Pa.—This booth contained a display of four-drawer vertical upright steel filing cabinets of standard letter size, with removable metal partitions. The advantage of this method of filing was explained to those interested by S. Edgar Trout, sales agent for the company.



Upper left hand—Royal typewriter booth near entrance caused crowds to congregate. Upper right hand—Booth of Duplicator Manufacturing Company, a center of attraction. Lower left hand—The big Burroughs exhibit, a busy place. Lower right hand—Kalamazoo Loose Leaf Binder Company's exhibit entertained many interested business men.

ASSOCIATES OF POOR RICHARD.—At this exhibit literature advertising the coming convention of the Associated Advertising Clubs of the World, June 25 to 30, 1916, was distributed. T. J. Mulvey of the Poor Richard Club was in direct charge of the work, while Miss M. Pettibone assisted throughout the week in distributing data, answering inquiries, etc.

BELL TELEPHONE COMPANY, 1230 Arch Street, Philadelphia, Pa.—This booth was one of great interest to the public in general, showing as it did the present condition of the telephone business in the United States so far as invention and advancement are concerned. Many interesting demonstrations were given at this booth, which was in charge of experts from the Philadelphia office of the company.

Photographs showing the possibilities of different installations were shown and some of the more general telephone conveniences were shown as actually installed. The great possibilities of business development through a more efficient use of the 'phone were well illustrated and explained by competent attendants. Many commercial problems have been solved profitably by the 'phone method and a special service department is maintained to care for the solution of these matters.

Upper left hand—F. and E. Check Writer and Protector attracted crowds. Lower left hand—Bell Telephone Company demonstrated wonders of telephony. Top picture, center—International Money Machine Company's Pay Roll and Adding Machine drew crowds. Center picture—Interesting exhibit of Library Bureau. Lower center picture—Evans Duplicator proved drawing card. Upper right hand—K. & B. Company showed interesting variety of devices. Lower right hand—Peirce School exhibit proved interesting.

BICKING PAPER PRESS COMPANY, 111 North Second Street, Philadelphia, Pa.—Here was exhibited the Leader all steel press for converting accumulations of waste paper, rags, excelsior, etc., into bales. The Leader was shown in two sizes and demonstrated to all those who were interested. Many people were interested in these paper presses, which turn waste into profit.

The booth was in charge of L. D. MacGlbeny.

BOURSE, THE.—See C. A. Kirkland, Inc.

BRISTOW, FREDERICK, Newark, N. J.—At this booth the Bristow Radial Distributor and the Bristow Portable Distributor were shown. The Radial Distributor is of all metal construction and designed to clear the desk of baskets and trays. It is of fan-like construction and is made with various compartments to suit different needs. It is of attractive appearance and its various applications of service, coupled with the saving in room and removing of obstructions from the top of desks, made it an article of genuine interest to the many visitors. The Portable Distributor was designed for inter-department messenger service and offers a convenient and practical service in the distribution of papers between departments in large commercial establishments. This device is so arranged that it can be closed and fastened when messenger service may be necessary between different buildings.

The booth was in charge of Stanley Bristow, of the home office of the company, assisted by John S. Evans of the New York sales force.

BUEHN, LOUIS, 837 Chestnut Street, Philadelphia, Pa.—See Edison Dictating Machine.

BURROUGHS ADDING MACHINE COMPANY, Detroit, Mich.—Here was exhibited the complete line of Boroughs adding and listing machines, including commercial and bank ledger posting and statement machines, gas billing machines, pay envelope machines, etc. A constant throng was taken care of by those in charge, and no problem was too difficult for the solution to be missing. The application of the various machines to the different lines of business brought up would indicate a machine for any business.

The exhibit was in charge of G. A. Henrich, sales manager of the Philadelphia office, assisted by local representatives from Philadelphia, Baltimore, Harrisburg and Reading, and by the following members of the organization, who were in attendance:

F. S. Wheeler, district manager, New York City; C. C. Prest, sales manager, Newark, N. J.; E. J. Baird, sales manager, Baltimore, Md.; R. W. Dowdell, sales manager, Harrisburg, Pa.; B. R. Knisely, sales manager, Reading, Pa.; A. S. Herrman and Miss L. D. Waggoner of the Detroit office.

BUSHNELL COMPANY, ALVAH, 925 Filbert Street, Philadelphia, Pa.—The line shown at this booth comprised a full showing of durable Paperoid filing and mailing containers. An assortment of special goods was also on display, that executives might see the possibilities in the use of special goods for the care of contracts, specifications, correspondence and papers of every description, as well as plans, drawings, blue prints, special forms, etc.

This was one of the busiest and most attractive booths at the show. The stock in different colors was splendidly arranged, and the complete knowledge of this field by those in charge, as well as the many years of service in the field, sent every visitor away with a logical solution of his needs in this line.

The exhibit was in charge of Alvah Bushnell, Sr., Alvah Bushnell, Jr., Frederick P. Bushnell, sales manager, and Arthur N. Bushnell, Jr., G. W. Rogers and T. F. Read, Jr., of the sales department.

CORONA TYPEWRITER COMPANY, Groton, N. Y.—See Liberty Typewriter Company.

CUSHMAN & DENISON, New York, N. Y.—At this booth was shown a line of stationery specialties of such a comprehensive nature as to make it one of the most interesting parts of the show. Here was displayed the Reliance Time Stamp, of all metal construction and answering every requirement of an accurate recording stamp. The feature of this article, in addition to its splendid construction and accurate operation, is that it prints the date and time of operation in a straight line, facilitating the rapid and correct reading of the record. There was also a special time card outfit, providing an accurate gauge for printing time cards on the In and Out System. This outfit is adaptable to all needs of this nature. The Cado Dollar Dater was also on display. This is a self-inking, all metal dating machine, thoroughly built for service. The Reliance Automatic Numbering machine, the Reliance Line Dating machine, the Ideal Multiplex Automatic Numbering machine and the Reliance Name Plate Dater formed another interesting group of devices in this exhibit.

The S. & P. Check Protector, a reliable low-priced device, and the Duncan Envelope Moistener made of cut glass with a handsome nickel plated top, attracted the attention of the visitors looking for complete equipment.

The remarkably attractive line of inkwells put out by this company was a never failing cause of comment and interest to visitors—the "Capitol" line, including samples for both home and office; the handsome Colonial library sets, included in this line; the "Duplex" with its many novel features, including two reservoirs which are closed with a swivel sliding cover and open but one at a time, and the "Gem" line, including combination stands with pen rack and tray, as well as many other attractive arrangements with different styles of base. All these not only made a fine display to attract attention, but offered many exclusive features of great practical value.

The Cado clip file with binding clip inside of cover, offering a most practical way to file letters or papers, and made in various sizes; the Cado brand L. E. B. filing binders, which make perfectly bound books of any papers, are built in ten sizes from ⅛ in. to 2½ in. in thickness, and are quickly attached or detached so that papers may be inserted or removed, proved a part of the display that required constant demonstration because of the interest.

Gem paper fasteners, Ideal paper clamps, the Adairack, a pen rack and paper weight combined; the Perfect Oiler for typewriters, bicycles, guns, etc., and many different styles of paper clips manufactured by the company were also on display.

F. Zarouni of the New York sales force was in charge of the booth, and D. C. Cohalone, sales manager of the company, was also present part of the week.

DALTON ADDING MACHINE CO., THE, Norwood, Cincinnati, Ohio.—Here was shown the "1916" $125 Dalton adding, listing and calculating machine, as well as a complete line of Dalton products. A feature of the exhibit was the automatically starting and stopping motor drive. With this drive an operator might walk away from the machine without cutting off the current, and the machine would automatically stop of its own accord. This was one of the busy spots the entire week. The many practical and efficient features of the Dalton were shown to an endless stream of visitors who never seemed to tire of watching the work.

The booth was in charge of Perry & Collins, Philadelphia agents for the Dalton, assisted by H. C. Grubbs, supervisor of agencies for Penn-

sylvania, Maryland and Virginia; A. S. Burdette, supervisor of agencies of New York district; James Dalton, president of the company, and a number of salesmen from different parts of the eastern district were in attendance.

DENOMINATOR ADDING MACHINE COMPANY, 224 Shepherd Avenue, Brooklyn, N. Y. Here was exhibited the pay roll Denominator, a machine for the purpose of taking off denominations for pay roll checks. The Denominator is designed to meet the popular demand for a machine that quickly and accurately divides a pay roll into denominations, so that the exact number of each of the various bills and coins may be obtained from the bank. It also offers a valuable checking system. The construction is very largely of steel and will last for years. Special machines for various lines of work where check systems are required with any number of adding devices may be obtained on special order.

This exhibit was in charge of Charles A. Kirkland, eastern sales manager, assisted by Russell E. Baum, local representative; Harold R. Kirkland, and Mr. Chittick.

DICTAPHONE, THE, 1109 Chestnut Street, Philadelphia, Pa.—This booth was arranged so as to accommodate four separate demonstration stations and a transcribing bureau, constantly at work, giving business men a correct idea of the working out of the Dictaphone system. All of the latest models of the Dictaphone were displayed.

The exhibit was in charge of J. D. Westervelt, sales manager for Philadelphia, and the following demonstrators: Clifford A. Malliet, L. O. Henry, Clifford Gartside, E. S. Talley, E. S. Ambler, Frank Pierce and W. A. Malone. Frank Dorlan, general manager, and N. F. Milnor, sales manager, were in attendance a portion of the week and assisted in explaining to the many interested callers the economic and practical advantages of the Dictaphone.

DUPLICATOR MANUFACTURING COMPANY, 440 South Dearborn Street, Chicago, Ill.—Here were exhibited the regular models of the Commercial duplicator, together with supplies for this machine. The "Commercial" is suited to a large variety of purposes where from 75 to 100 legible copies of a writing are required quickly.

W. J. Meyers, of the company's New York office, was in charge of the booth, assisted by C. E. Smith, the company's Philadelphia representative. General Sales Manager F. J. Bukowitz was also in attendance.

EDISON DICTATING MACHINE, 837 Chestnut Street, Philadelphia, Pa.—Here was exhibited a complete line of Edison business dictation machines and some of the newest of the Edison inventions in voice recording and reproduction.

Nelson C. Durand, vice-president of the Edison Company and general manager of the dictating machine department, was present during the week and featured the explanation of the Telescribe, which is designed not only to make dictation easier, but to avoid it entirely in telephone conversations by typewriting directly from the record for confirmation. The use of the Telescribe in business was both demonstrated and explained, as were the uses of Edison dictating machines, and those in attendance found much of interest and practical value.

The exhibit was in charge of Louis Buehn.

ELLIOTT COMPANY, THE, 802 Chestnut Street, Philadelphia, Pa.—Here was shown a variety of interesting and important office machines, including the new automatic hand addresser, in which one simply inserts the envelope—the machine does the rest; new automatic foot-power addresser; the electric self-feeding automatic selecting machine for mailing lists, payroll work and general addressing; an electric keyboard stencil cutter; "moving picture" announcement cutter, and the special "W. E. Co." tag addresser. Among special features of this exhibit were the "New Process" all-fibre stencil, guaranteed for 50,000 impressions; "New Process" Ellotype stencil, cut by one's own typewriter in one's office. A special attachment for the typewriter, extremely simple and applied to any ordinary machine, is used to cut the stencil. Impressions made with this stencil look like actual typewriting.

The exhibit was in charge of S. L. Mershon, district manager, and a competent staff of salesmen and demonstrators. H. P. Elliott, general manager of the Elliott Company, was also present at the booth the latter part of the week.

ELLIOTT-FISHER COMPANY, Harrisburg, Pa.—This exhibit consisted of the Elliott-Fisher bookkeeping machines and an Elliott-Fisher Manibiller was also on exhibit. The company concentrated this demonstration principally on bookkeeping machines. The adaptability of the Elliott-Fisher bookkeeping machine to all lines of business was brought out in a most practical manner and the flat platen offers several distinct advantages in which a considerable number of visitors were greatly interested. The Elliott-Fisher is more than a typewriter—it is a mechanical bookkeeper and designed to increase usefulness and earning power. The great manifolding power of these machines was well shown by the Manibiller, which is fed from rolls of paper and produces a great number of forms. The Crossfooter, which posts any standard loose leaf ledger and will make monthly statements at the same time; the retail bookkeeping machine, and the bank bookkeeping machine were all ably demonstrated for interested visitors, and created much favorable comment on this comprehensive line of practical office machines.

The booth was in charge of R. Trego of the Philadelphia office, assisted by the Philadelphia sales force. G. F. Watt, president; O. L. Gagg, treasurer, and C. H. Hunter, assistant general manager of the Elliott-Fisher Company, were also present during the week.

ELLIS ADDING-TYPEWRITER COMPANY, Newark, N. J.—Here was shown a full line of typewriter adding machines as applied to ledger and statement posting, billing, transit letters, etc. Here was shown for the first time a typewriter and adding machine with an automatic

Upper left hand—Hammond booth next to Office Appliances gave us a lot of callers. Upper right hand—Elliott-Fisher bookkeeping machines were centers of interest. Lower left hand—Sundstrand Adding Machine exhibit, a busy spot. Lower right hand—Where Bushnell staff impressed crowds with value of Paperoid.

carriage. The ledger posting exhibit was particularly interesting, covering as it did, duplicate or separate statement and ledger posting with a folder, card or loose leaf system as desired. The display of forms adopted by many users of Ellis machines was an interesting feature. There was also demonstrated a means for posting a continuous ledger sheet and monthly statement at the same operation. The simplicity of operation and practical value of this feature is remarkable. Adding machines, both single and duplex, were shown, with special features, such as automatic return tabulating carriage, tally roll device, etc.

The exhibit was in charge of General Sales Manager F. H. Montgomery and the company's Philadelphia sales manager, W. R. Black, assisted by a competent staff. D. W. R. McDonald, president of the company, also attended.

ENSIGN MANUFACTURING COMPANY, Brighton Post Office, Boston, Mass., and 1416 South Penn Square, Philadelphia, Pa.—Here was shown the regular line of Ensign Electric calculating machines, and here was presented to the public for the first time the new model G desk machine, 4 by 5 figures, 9 places in the result. This is an electrically driven machine, operated at approximately 300 revolutions per minute. Much attention was attracted by one of the Ensign machines, which was stripped of its case and arranged to operate continuously during the show. The graphic illustration of the operating mechanism never failed to attract attention and interest. This was one of the booths that never failed to have visitors stop for demonstrations.

Upper left hand—Part of the Underwood section where contest winners held crowds by daily demonstrations. Upper right hand—Another portion Underwood exhibit where bookkeeping machinery was displayed. Lower left hand—American Vulcanized Fibre Company products proved interesting and popular. Lower right hand—Display of the Rand Company attracted large numbers of visitors.

The exhibit was in charge of C. L. Metzgar, selling agent, assisted by demonstrators. E. S. Ensign of the home office was also in attendance part of the week.

ESS & ESS COMPANY, The.—See H. D. Snyder.

EVANS PRODUCTS CORPORATION, New York, and 613 Chestnut Street, Philadelphia, Pa.—Here was demonstrated the Evans all steel duplicator, and the durable long-wearing Evans Duplicator Gelatine Roll. Economy of material and time are features of this duplicator, whose operation is effective and satisfactory.

The booth was in charge of Edward Evanson, manager of the sales force of the Philadelphia office.

GARVEY FOUNTAIN BRUSH COMPANY.—See W. H. Alexander.

GRAFF COMPANY, GEO. B., Boston, Mass.—See H. D. Snyder.

GREGG PUBLISHING COMPANY, THE, 77 Madison Avenue, New York, N. Y.—Teachers, stenographers and other interested visitors had the advantages of the system explained and demonstrated. The demonstrations were made upon a blackboard, many of them by blindfolded writers. A series of reading books and auxiliary textbooks published to facilitate the teaching of Gregg shorthand were shown.

Other exhibits were Rational Typewriting, "Words" Speller, Applied Business, English and Commercial Correspondence, Commercial Law, Business Arithmetic and Office Training for Stenographers.

The exhibit was in charge of Rupert P. SoRelle, general manager of the company, and Guy S. Fry, manager of the New York office.

HAMMOND TYPEWRITER CO., 69th to 70th Streets and East River, New York.—The Hammond exhibit embraced: The Multiplex with recent improvements, including front cover, new system of ribbon mechanism and ribbon renewal, new forward line space, new forward carriage release and many other improvements; reversible machine, with all of the latest Multiplex improvements. This machine writes both oriental and occidental languages, types instantly interchangeable, and writes all languages in all styles of type; mathematical machine for professors, scientists, engineers, and those desiring to write characters of higher and lower mathematics. There are four shift keys, all directly upon the keyboard, making it possible to write in two styles of type and many special characters, a total of 210 characters on the same machine. Wide carriage machines writing from nine inch to thirty inch lines were also exhibited. The flexibility of this remarkable machine writing from right to left or left to right, the change made by simply turning a lever, was a source of remarkable interest to the professional visitors, and the mathematical machine writing both higher and lower mathematical, algebraic quotations was of interest to students and teachers in attendance.

H. E. Grout, Philadelphia manager, was in charge. Miss Bell, in charge of the Washington, D. C., office, was present during the week, as was also A. P. Brooks, general manager of the company.

HEDMAN MANUFACTURING CO., Chicago, Ill.—Here was exhibited the F. & E. Check Writer and Protector, a machine which writes the exact amount of the check and permanently imprints it on the paper, forcing indelible ink into the fibre of the check. There was always a crowd at this booth and many sales were reported.

The exhibition was in charge of O. E. Weig, district manager at Philadelphia for the Hedman Manufacturing Company.

IDEAL STENCIL MACHINE COMPANY, Belleville, Ill.—See H. W. Alexander.

INTERNATIONAL MONEY MACHINE COMPANY, Terre Haute, Ind.—Here were shown and demonstrated the International pay roll machine, the International adding and pay roll scheduling machine, and the standard nine-bank wide carriage adding machine. These machines are designed to take care of all pay roll detail. The change list of schedule is computed automatically. The money is placed in envelopes automatically and a printed record kept of each item, together with a constant total of all items. The different devices to accomplish these purposes work in conjunction with an adding machine constructed along

recognized practical lines, and all visitors connected with large corporations where pay roll problems have to be met found this an instructive and vitally interesting part of the show.

The exhibit was in charge of Edward C. Baker, president of the International Money Machine Company, H. D. Hoffman, Philadelphia sales representative, and M. H. Sheck.

K. & B. CO., 25 North Seventh Street, Philadelphia, Pa.—A complete line of telephone holders and accessories were here displayed, also the Minnich line of baling presses, adapted for taking care of waste paper accumulations in mercantile establishments, etc.

The various types of telephone holders on display permitted demonstrations of using the 'phone while either sitting or standing in any position. Many different styles were shown and the remarkable ingenuity, as well as adaptability and durability, were facts of interest to all visitors.

The booth was in charge of Richard L. Binder, president of the K. & B. Company.

KALAMAZOO LOOSE LEAF BINDER CO., Kalamazoo, Mich.—Here was shown the complete line of loose leaf equipment manufactured by this concern, including Kalamazoo current binders in full pig skin, Russia and corduroy, pig and corduroy and full canvas bindings; Style "C" system complete; Kalamazet binders bound in full pig skin, full black seal grain leather and full canvas; Style "B" binders, both flexible and stiff cover, closed and open back, adjustable and fixed capacity in various bindings as above. Style "A" binders were also exhibited in several bindings. The company featured many specimens of high-grade ruled sheet work, making a special display of the new brown and green rulings on buff stock. The process of making Kalamazoo record ledger paper was also demonstrated.

The exhibit was in charge of R. T. Poole, the company's New York City representative, and Burton E. Cummings, representative of the Kalamazoo company in the Philadelphia territory, who had a busy week demonstrating the adaptability and advantages of this versatile line.

KIRKLAND, CHARLES A., INC., 30 Church Street, New York, N. Y.—See The Autocall Company, Shelby, Ohio, and the Denominator Adding Machine Company, Brooklyn, New York.

LIBERTY TYPEWRITER COMPANY, 911 Walnut Street, Philadelphia, Pa.—This exhibit consisted of a display of the Corona portable typewriters. The improved Model No. 3 was the feature of the display. Simple and sturdy, and in its true sense portable, this remarkable machine attracted great attention the entire week. Visible writing, full width universal keyboard, two-color ribbon, ball bearing carriage and back spacer, are all embodied in this machine in a thoroughly practical manner, making an absolutely dependable machine. The weight of this new model is six pounds. Many sales were made during the show and many prospective customers were lined up.

The exhibit was in charge of C. A. Johnson, eastern representative; Harry J. Albert and Miss Gladys Dalrymple. A. P. Ward and W. L. Prickitt were also present during the week, as well as L. J. Conger, sales manager of the Corona Typewriter Company, and W. F. Sroufe, New York manager, who made a special visit the latter part of the week.

LIBRARY BUREAU, 910 Chestnut Street, Philadelphia, Pa.—This exhibit consisted of a general line of office furniture products manufactured by this company, emphasizing the mechanically posted card ledgers, hand-posted card ledgers, filing systems and Library Bureau steel and wood filing cabinets and card cabinets. This was a large and very attractive display and embraced many interesting and exclusive filing equipments, showing the application to different lines and parts of business. There never failed to be an interested number of visitors at this booth.

H. T. Rearwin was in charge of the exhibit, assisted by Miss Little and Miss Hansen, who demonstrated filing systems, and by five of the company's regular salesmen.

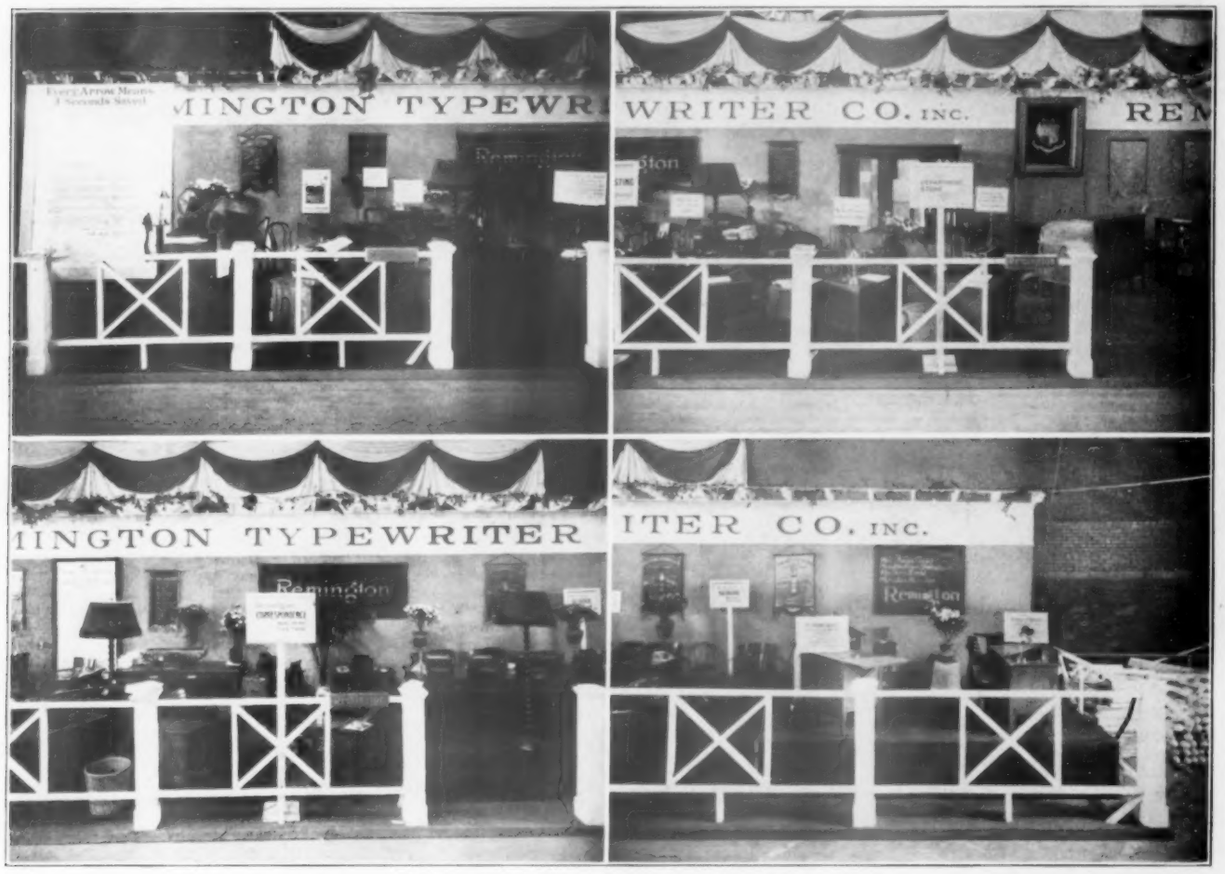
LINEATIME MANUFACTURING CO., Inc., Rochester, N. Y.—This exhibit consisted of the most recent typewriter models of Line-A-Time, made to hold copy from the ordinary letter sheet and note book size to 36 inches in width. The company's Fisher and Model T machines which are attached to the carriage of the Elliott-Fisher machine, and travel toward and away from the operator with the carriage as it is operated, were also shown. The different models of this convenient device, which not only supports the copy in front of the operator but which indicates the copy a line at a time, were points of interest that not only held attention but caused much favorable comment.

The booth was in charge of Ralph E. Hurst, Philadelphia representative, and a corps of competent demonstrators.

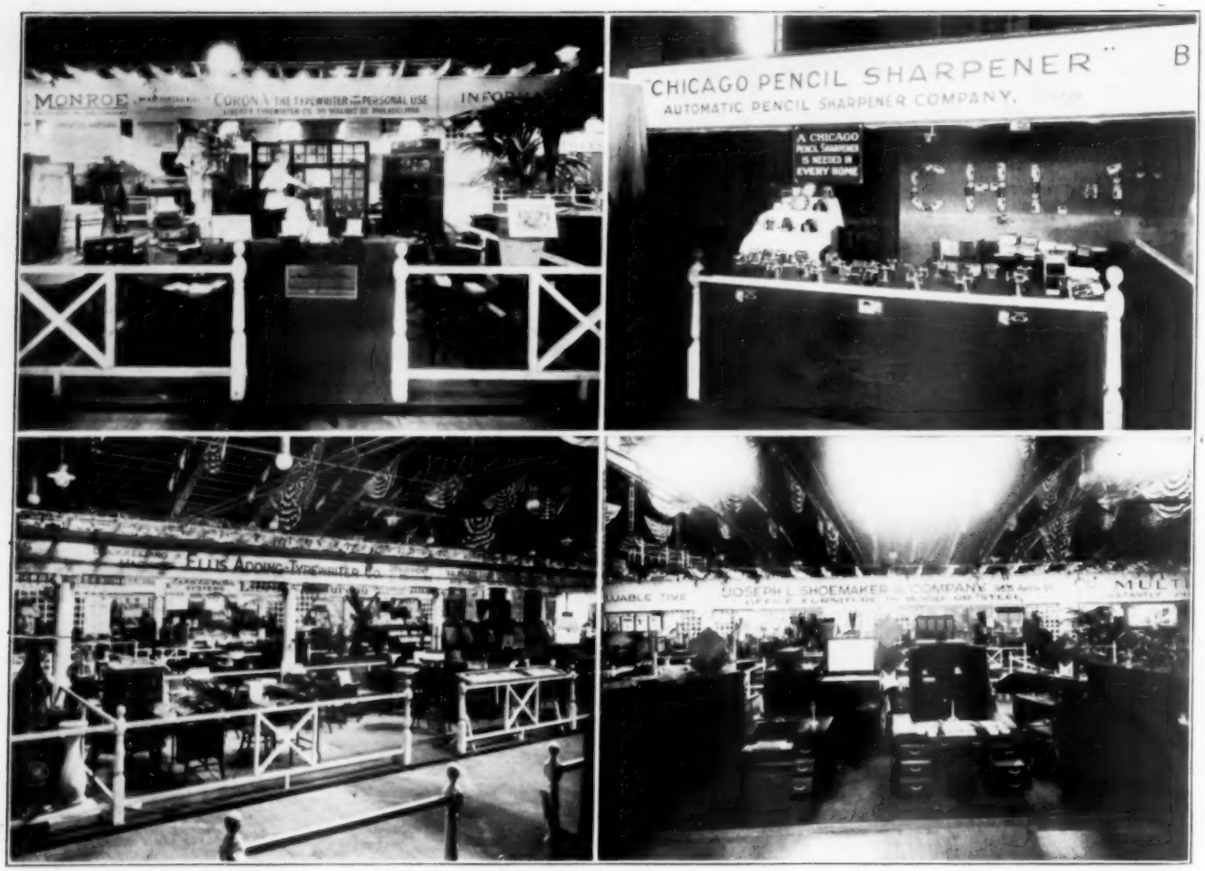
MECHANICAL ACCOUNTANT CO., Providence, R. I.—Here was shown the Mechanical Accountant in its recent models. The Mechanical Accountant is an adding and calculating machine of up-to-date construction. The company has recently placed on the market an interesting adding machine which was here exhibited. Many of these machines have been purchased by some of the largest concerns in the country. The exhibit included the small Model M Mechanical Accountant which the company is at present engaged in getting out with an eight-column capacity instead of six as heretofore.

George C. Chase, secretary of the Mechanical Accountant Company and inventor of the Mechanical Accountant, was in charge of the booth, assisted by W. E. Achtermann, Philadelphia agent.

MONROE CALCULATING MACHINE COMPANY, New York and Orange, N. J.—This exhibit consisted of Monroe calculating machines for railroad, insurance and all kinds of business and commercial calculations. Demonstrations showing the application of the Monroe machine to the various kinds of businesses were given by competent demonstrators. The adapta-



Four pictures showing portions of the Remington Company's exhibit, which extended across the end of the Armory. Here Remington typewriting and bookkeeping machines were daily exhibited and demonstrated to large crowds.



Upper left hand—Booth of Corona Typewriter Company where many orders were taken. Upper right hand—Automatic Pencil Sharpeners in different models interested everyone. Lower left hand—Ellis Adding-Typewriter attracted crowds during show. Lower right hand—Where Joseph Shoemaker & Co. exhibited interesting line of steel and wood furniture.

bility of the Monroe machine to all kinds of accounting, whether it involves addition, subtraction, multiplication or division, or any combination of these operations, was explained, and the ease as well as speed with which it handled any combination of operations caused more than ordinary interest and kept the booth crowded the entire week. Much added interest was created in this booth by the exhibit of the first adding and the first calculating machine, the invention of F. S. Baldwin.

The exhibit was in charge of R. B. Hays, district manager of the Philadelphia territory, assisted by C. E. Stevens of the Philadelphia office. H. G. Dechant, general sales manager, was in attendance during part of the show, as was also Jay R. Monroe, president of the company.

MOON-HOPKINS BILLING MACHINE COMPANY, St. Louis, Mo., and 727 Lafayette Bldg., Philadelphia, Pa.—This was a most interesting exhibit, demonstrating mechanical bookkeeping with the Moon-Hopkins machine. This machine writes data, tabulates the work, and mechanically performs all mathematical operations involved in business. The comprehensive working of this machine was a source of wonder throughout the week to those not familiar with its versatility.

The exhibit was in charge of G. F. Gnau, Philadelphia representative, and a corps of demonstrators, who had their hands full attending to the many demonstrations.

NEW ERA MFG. CO., 450 Fourth Avenue, New York.—Here was exhibited the interesting line of office specialties manufactured by this company. The feature of this exhibit was the New Era Check Writer. This device writes the body of checks in words and macerates and inks the fibre of the check at the same time. The advantages claimed for the device were capably demonstrated by the salesmen present throughout the week to the many interested visitors.

The exhibit was in charge of R. P. Sloan, Philadelphia district manager, who was assisted by the Philadelphia sales force.

NON-SHINE CHAIR PAD COMPANY.—See W. B. Young.

OFFICE APPLIANCES, 417 South Dearborn Street, Chicago, and 598 Tribune Building, New York, N. Y.—This booth was the headquarters of Office Appliances, the Magazine of Office Equipment. The magazine and its service were here described and all visitors were cordially welcomed.

The booth was in charge of Charles H. Everly, eastern manager, and a corps of assistants. Evan Johnson, president and editor, was also in attendance, and the booth proved, as in the past, a rendezvous for the industry it represents. Many prominent men in the field were visitors during the week.

OFFICE DEVICE COMPANY, THE, 837 Chestnut Street, Philadelphia, Pa.—Here were on exhibit several well known office appliances, and the booth was one of the busiest spots in the show the entire week.

The Belknap Rapid Addressing Machine was one of the features. The "Silent Four," as the company's new rotary addressor is known, and which uses a dry stencil written on any typewriter or with a stylus, produced many interested inquiries. A speed of from 1,200 to 1,800 per hour is claimed for this machine.

The Saunders Sealograph, both hand power and electric and automatic feed, was another well known device on exhibit. The great speed, quiet operation and neat, accurate results secured with this sealing machine proved most interesting.

The Speedograph Duplicator, a simple, automatic, film duplicating machine for making from 50 to 1,0 copies of hand writing or typewritten matter, kept crowds watching its operation at all times. The ease of operation proved a fascinating feature and helped produce many inquiries.

The well known Boston Pencil Pointer was another device that aided to draw crowds to this booth.

E. D. Dorsey, manager of the Office Device Company, was in charge of the booth, C. Josephs assisting. Edward Josephs was in charge of the Sealograph; V. P. Flodgett, the Belknap machine; H. J. Pole, the Speedograph; H. Bigelow, the Boston Pencil Pointer, and Augusta Hirschorn, cutting stencils.

PEIRCE SCHOOL, Pine Street, Philadelphia, Pa.—This exhibit consisted in part of a series of photographs showing the exterior and interior of the new school building recently purchased. The remainder of the exhibit consisted of the numerous text books published by the school. Peirce School celebrated its fiftieth anniversary last September. It is properly classified as a private commercial high school.

W. E. Wireback was in charge of the exhibit.

POLAR MANUFACTURING COMPANY.—See W. B. Young.

PUBLIC AND EVENING LEDGER, Philadelphia, Pa.—Here were found each day copies of the daily issue of the paper which carried, in addition to the general news of the day, special material covering the business show and its activities each day. A regular news bureau was kept going and much of the mystery surrounding the production of a newspaper was shown practically to be just hard work.

The booth was in charge of M. S. Greenwald of the regular staff.

RAND COMPANY, THE, 1218 Chestnut Street, Philadelphia, Pa.—Here were shown all types of the Rand visible card systems for cost records, ledgers, sales records, and other forms which may be kept on cards. The Rand visible filing systems using visible guide cards and the company's efficiency devices for systematizing the desk and office were also demonstrated. The bank equipment shows the new Model C posting machine, Visible Name Ledger, which speeds up machine posting, eliminating the offset ordinarily required, also the Rand Anti-forgery rack, displaying visibly the signature cards of a bank. The Rand products here gained a splendid reputation among users of indexing systems, and many new interested prospects developed during the week. The protection of names by a celluloid covering, two hundred cards visible at a glance, the rotary form index mounted on a heavy metal base and the card

frames rotating on ball bearing fastenings; desk cabinets, telephone index and In and Out registers were all features of the exhibit that brought out inquiries.

The exhibit was in charge of P. A. Swartz, manager of the company's Philadelphia office, assisted by the local sales force, who had no idle moments.

RAPID ADDRESSING MACHINE COMPANY.—See Office Device Corporation.

REMINGTON TYPEWRITER COMPANY, 327 Broadway, New York, N. Y.—This exhibit occupied the entire east end of the Armory, extending upwards of 100 feet across, and making a distinct impression by its spaciousness. The full Remington line of typewriters was shown, including correspondence machines of the standard Remington, Remington Monarch, Remington Smith Premier types, and special machines for practically every purpose. Among these were ledger posting Remingtons, cross adding Remingtons, railroad, department store, banking and general billing machines. The Remington Junior came in for a generous share of attention.

The speed experts of the Remington company gave exhibitions throughout the week on a specially constructed platform, and never failed to attract large and enthusiastic audiences. An added feature was a special demonstration of the Remington "Self Starter," which showed the possibilities of the column selector in saving 25 per cent of the typist's time.

The exhibition was conducted under the management of Paul C. Kellogg, of the Remington Philadelphia office, assisted by his entire sales and office staff. During the week various officials from the home office of the Remington company were in attendance. The exhibit was installed by the Remington Window and Exposition Advertising Department.

ROCKFORD MILLING MACHINE COMPANY, Rockford, Ill.—Here was exhibited the Sundstrand adding machine, characterized by portability, simplicity, durability and moderate price. Weighing less than 25 pounds, this machine is a visible lister made in nine different styles and sizes, ranging from seven to nine sectors. This machine occupies only 8½x15 inches space, and is light and compact in construction. The mechanism is simple and the working parts are made of extra heavy stock, specially treated to prevent rust. It carries a number of special keys, such as error key, clear key, non-add key, non-print key, lock key and repeat key, which go to make the possibilities of operation thoroughly complete. The paper carriage is also conveniently arranged for tabulating and cross footing. Because of the simplicity of the keyboard the touch method of operation is easily acquired. Those in attendance throughout the week who were interested in rapid, accurate work in this line found much of interest in this booth.

The booth was in charge of Messrs. Grone, Lockhart, Wolff, Farb, McCormick, Titus and Thompson of the Frazier company, Philadelphia agents for the company.

RONEO COMPANY, 117 Leonard Street, New York, N. Y.—Here was shown a comprehensive display of Roneo No Water Letter Copiers, both electric and hand-driven. These machines are designed as an improvement on the letter press or water bath copier. With the Roneo Copier no water is used, as Roneo copying paper comes ready for use. This paper is sold under an unconditional three months' guarantee, and is manufactured by a special process to assure retaining its moisture. The machines are made in several sizes for copying letter sheets or smaller up to 20x30 inch sheets. Only two pressure rollers are used, one of which is of the Para rubber and the other of steel, the contact of a hard and soft surface giving a perfect mechanical principle for distribution of pressure and least wear. Many interested inquiries as to the Roneo system were cared for during the week.

The booth was in charge of J. H. Hodgkinson of New York, assisted by Milton Heilbrunn and Harry Westheimer.

ROYAL TYPEWRITER COMPANY, Inc., 364 Broadway, New York, N. Y.—This exhibit consisted of the various products of the Royal factory, including correspondence machines, billing machines and Royal typewriters fitted with special type for the cutting of wax stencils, stencils used on the addressing machines and with type for the writing of checks.

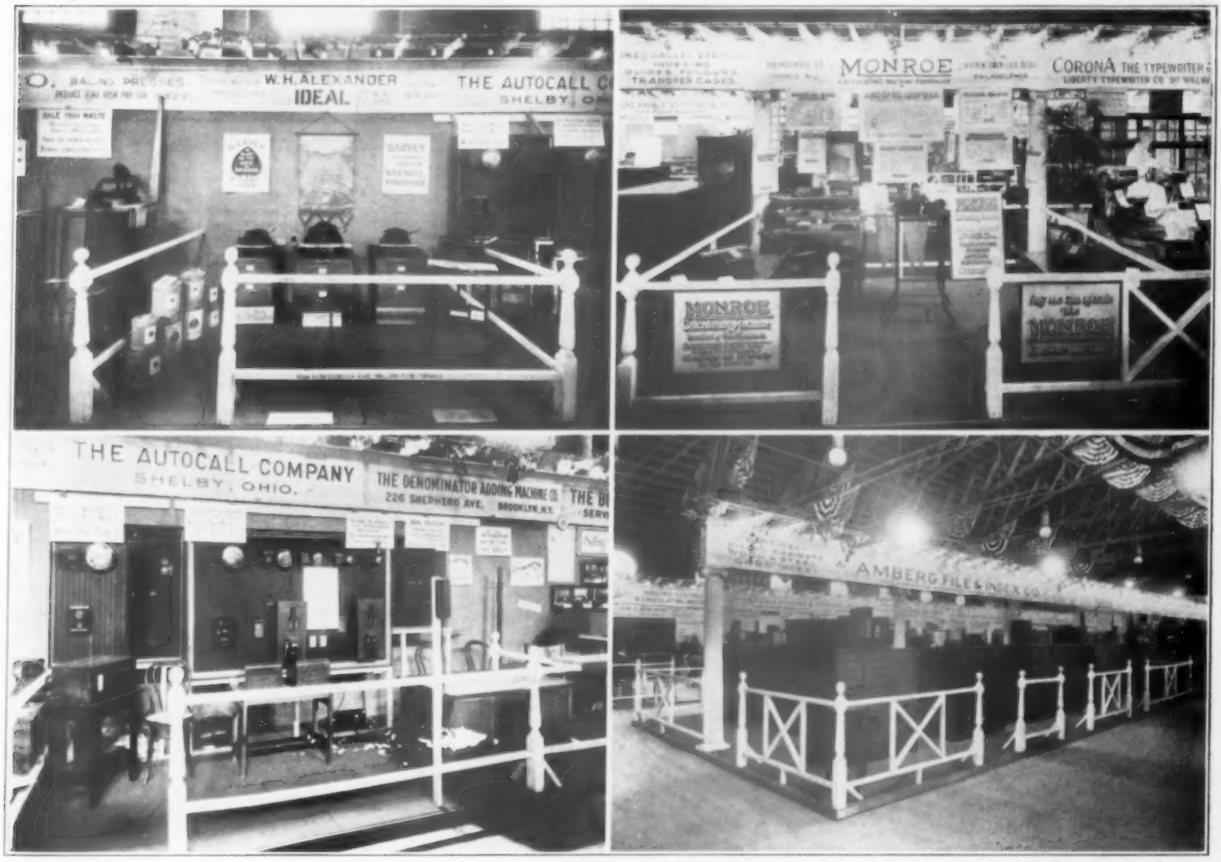
The Master Model Royal was, of course, the center of interest, and the mechanical demonstration showing the ease of replacing the three main bearings of this machine created much favorable comment. The typebar bearing, front link bearing and key lever bearing on this machine can be replaced and all wear caused by use taken up without removing the machine from its place in the office, and in a few seconds of time. All that is necessary is to press out the old bearings by inserting the new, thus eliminating repair calls and removal of machine, causing not only loss of time but inconvenience and expense. The well organized and handsome display, coupled with the practical demonstrations given, made this booth one of the busiest spots in the show.

The exhibit was under the direction of L. S. Wilson, manager of the supply department, assisted by C. J. Gibboney, manager of the Philadelphia branch office, and his staff of salesmen, as well as his representatives in sub-offices at Allentown, Reading and Scranton, Pa.

SANTA MARIA-BIDDLE TRUCK CO., 3302 Chestnut Street, Philadelphia, Pa.—Here was exhibited a one-half ton Rush truck mounted with a Panel body. Some exhibits showing several units of the car were also featured. The Rush truck is a Philadelphia-built product. The company devised this display to show business houses the advantage of a light delivery truck in advertising their business and facilitating delivery problems.

The booth was in charge of A. Mercer Biddle, Jr., J. Craige Fleming, Charles E. Mirick, Charles B. Kelley and A. H. Santa Maria.

SHAW COMPANY, THE A. W., Chicago, Ill.—The exhibit featured two well-known monthly publications, SYSTEM, the Magazine of Business, and FACTORY, the Magazine of Management; also different lines of service put out in book form. These included up-to-date information on



Upper left hand—Where W. H. Alexander exhibited Ideal Stencil Machine and Garvey Fountain Brush. Upper right hand—Booth of Monroe Calculating Machine Company, a busy place. Lower left hand—Exhibit of the Auto-Call Company. Lower right hand—Interesting office furniture display by Amberg File & Index Company.

rising costs for the retailer, on new methods of efficient management for the manufacturer, and along the lines of business correspondence, advertising and selling, and office management, in which the average business man or executive is most vitally interested.

The booth was in charge of J. T. Lange, assisted by W. J. Lindley.

JOSEPH L. SHOEMAKER & CO., 926 Arch Street, Philadelphia, Pa.—Here was shown a fine arrangement of modern office furniture artistically displayed. Bank, office, court house, school and hospital metal equipment was well displayed. A line of Security office safes created much interest. The flexibility of the interior arrangement of these well-known products was productive of many inquiries. The advantage of these products in saving records was well illustrated by demonstration and photographs. The Danner line of section book cases was also shown, as well as different models of supply cabinets and wardrobes. The visitors to this booth were many and the fine examples of metal office furniture showed caused continued interest throughout the week.

SMITH & BROS. TYPEWRITER COMPANY, L. C., Syracuse, N. Y.—Here was exhibited a full line of Standard and Silent models, including typewriting machines for general correspondence, condensed billing, waybilling, and the new 26-inch carriage machine. Stencil writing machines were also shown. The Silent Model 8 was featured and affords some conveniences not included in other models. Silence in operation, decimal tabulator, variable line spacer, improved line spacer regulator and a choice between right and left hand carriage return, are among the special points of interest. The ball bearing features of the L. C. Smith machines were also emphasized and met with favor. A splendid example of the accuracy and positive nature of the paper feed in these machines was secured by coupling up a machine by a belt on the platen twirler, connected with a small dynamo. An ordinary filing card inserted upon starting the dynamo continued to go round and round the platen as long as it revolved. The speed of operation caused the card to throw over the platen each time, and it then started another round. This stunt never failed to stop the passing crowd and brought many into the booth to see more of the advantages of these machines.

The exhibit was in charge of E. K. Stephenson of the home office, and L. J. Harrington, manager of the company's Philadelphia branch.

SNYDER, HARRY D., 1114 Sansom Street, Philadelphia, Pa.—This exhibit included the George B. Graff Company's "Graffco" Vise clips, signals and index tabs, "Graffco" Steel-Tye envelopes, and "Graffco" silver steel pens; the American Clip Company's line of "Acco" fasteners, "Acco" stenographic note book holders, "Porto" clip files and Perfect clips; the Webster Loose Leaf Filing Company's loose leaf binders and files, and the Ess & Ess Company's line of card carriers and "For-Get-Me-Nots." The great diversity of service rendered by the many fine specialties shown here was a cause of continued crowds the entire week. Graphic illustration showing the uses of the devices were employed, and all visitors were able to carry away a practical idea of the service of the many specialties shown.

The booth was in charge of Harry D. Snyder and local salesmen. George B. Graff was present a part of the week.

STENOTYPE COMPANY, THE, Indianapolis, Ind.—Here was exhibited the standard model of the Stenotype machine, for the rapid and accurate taking of dictation by means of typewritten characters. Demonstrations of the remarkable speed in recording dictation on the Stenotype were given and no exhibit in the hall was given more attention. The recording of the spoken word so that notes taken by one operator may be transcribed by another, proved a novel and attractive idea to those in attendance.

The exhibit was in charge of I. S. Brown, district manager at Philadelphia, assisted by A. C. Moore and Miss Louise Schen, as well as Clem Boling, world's champion stenotypist.

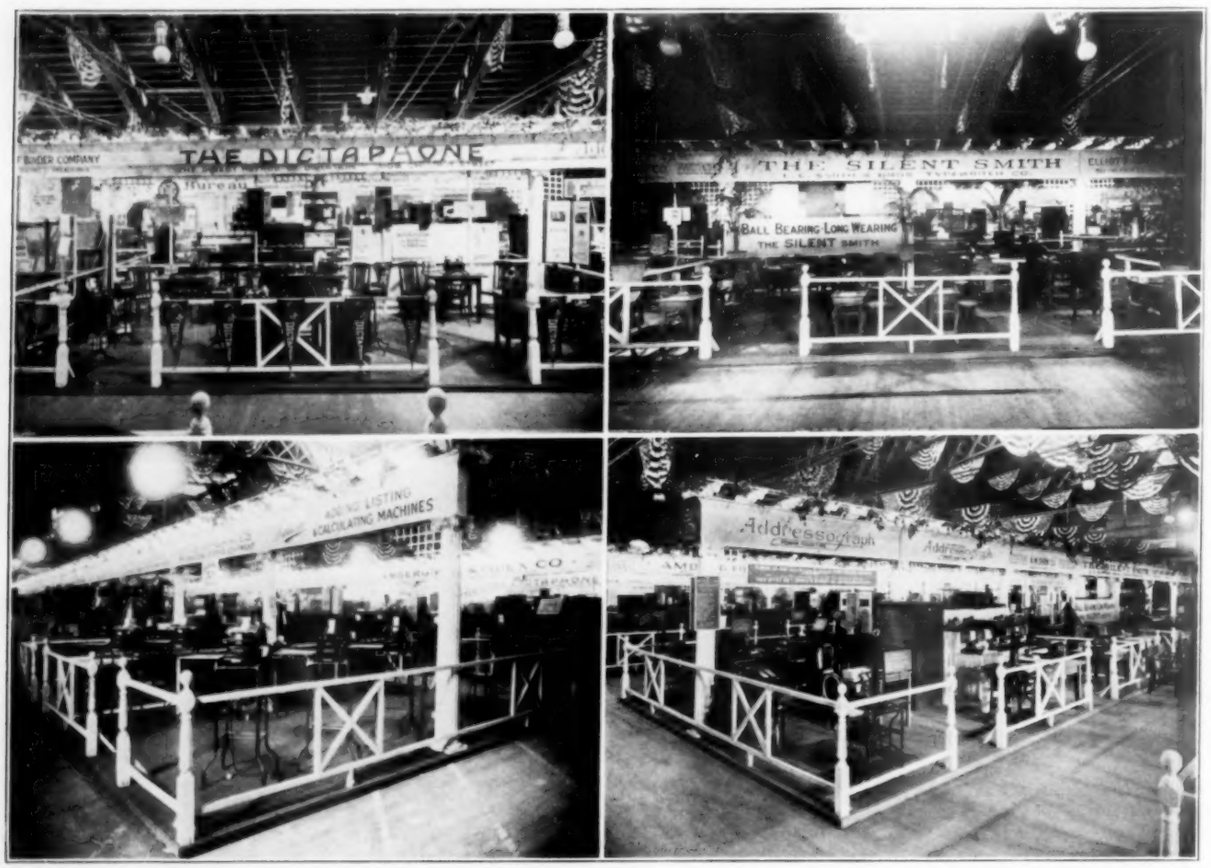
STRAYER'S BUSINESS COLLEGE, Eighth and Chestnut Streets, Philadelphia, Pa.—Members of the college here demonstrated touch typewriting and stenotypy as taught by the college. Students attended in relays and gave demonstrations on machines with covered keyboards.

Mrs. E. Joos Hagerty had charge of the stenotypy demonstrations, the exhibit as a whole being in charge of J. J. Joyce, D. G. Clark and W. H. Williams.

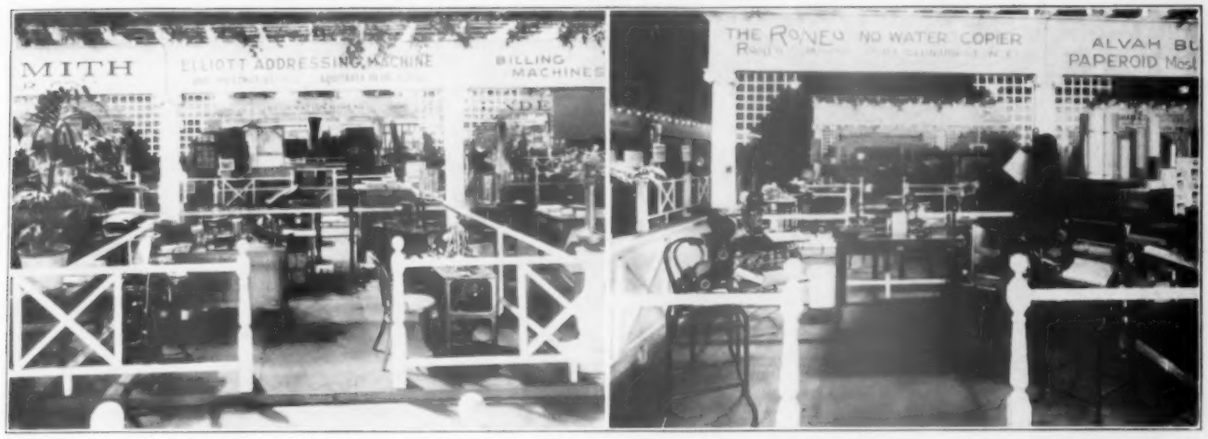
TODD PROTECTOGRAPH COMPANY, Rochester, N. Y.—Here was exhibited a full line of the Todd Protectograph Company's Protectographs, together with the Protod check paper and Peerless check writer. Demonstrations of the Protectograph, the Peerless check writer and of the Protod product were conducted daily. Because the law requires business men to use every means possible to protect checks against changes, this booth was a center of interest daily, and the advantages of this well-known means of protection was explained to the throngs continually in and around the booth. A splendid week was reported.

The exhibit was in charge of C. E. Wandel, Philadelphia representative of the Todd company.

UNDERWOOD TYPEWRITER CO., Vesey Street, New York, N. Y.—Besides the regular Underwood correspondence machines exhibited here there were the following Underwood machines: Continuous fan-fold biller, card machines, condensed billing machine, retail bill and charge with tally, key-set decimal tabulator, railroad specials, check writer, label roll, unit bill and order, bank statement, ledger posting, stock ledger posting, statistical special, and condensed billing machine. The Addendagraph and the Underwood bookkeeping machine were emphasized as special features of the exhibit. All of these machines were so arranged that visitors could most conveniently see the demonstrations of their work, and the Underwood company's crew of speed typewriter experts were present and gave demonstrations of their work from time to time during the show.



Upper left hand—Where the Dictaphone was exhibited to interested crowds. Upper right hand—Booth of L. C. Smith & Bros. Typewriter Company where the 'Silent Smith" interested hundreds of typewriter users. Lower left hand—The Dalton corner where James L. Dalton and demonstrators held the center of the stage. Lower right hand—Here the Addressograph blocked the aisles with people.



Left hand picture—Exhibit of Elliott Addressing Machine Company of Boston, which held the attention of many visitors. Right hand picture—Roneo No Water Copier proved an attraction.

Present at the exhibit were the manager of the Philadelphia branch office, members of the sales force, and some of the men connected with the main office of the company.

YOUNG, WM. B., 1011 Chestnut Street, Philadelphia, Pa.—Here were exhibited the practical office equipment articles made by the Polar Manufacturing Company and the Non-Shine Chair Pad Company of Philadelphia, including paper weights and memo pads combined, desk drawer trays for both center and side drawers, desk reminders, pocket index card cases, desk knife, glass desk pads, a desk calendar showing thirteen weeks always in view, combination desk set trays, and other meritorious articles of a kindred nature, which proved of interest to a great many in attendance. Here also was exhibited a line of carbon paper and typewriter ribbons which Mr. Young offers temporarily with silk hosiery as an advertising medium. Emphasis was placed upon the exhibit of the Non-Shine chair paid, but the new Safety Signature Blotter Book was likewise a feature of the display. This book insures privacy of correspondence and serves to keep the top of the desk neat.

The booth was in charge of Wm. B. Young, assisted by M. R. Landis, inventor of the Non-Shine chair pad.

WEBSTER LOOSE LEAF FILING COMPANY.—See H. D. Snyder.

WEIG, O. E.—See Hedman Manufacturing Company.

INCIDENTALS

Seen at the Sign of "The Key on the Cover."

Representatives of Office Appliances met a large number of visitors at the Philadelphia business show—men widely known in the field of modern office equipment. Among them were the following:

D. W. R. McDonald, president, Ellis Adding-Typewriter Company, Newark, N. J.; George F. Watt, president, and O. L. Gagg, treasurer, Elliott-Fisher Company, Harrisburg, Pa.; George Ed Smith, president, Royal Typewriter Company, New York, N. Y.; Forrest Montgomery, sales manager, Elliss Adding-Typewriter Company, Newark, N. J.; J. E. Neahr, general sales manager, Underwood Typewriter Company, New York, N. Y.; Jay R. Monroe, president, and H. G. Dechant, sales manager, Monroe Calculating Machine Company, New York, N. Y.; A. P. Brooks, general manager, Hammond Typewriter Company, New York, N. Y.; Nelson Durand, vice-president and general manager dictating machine department, Thos. A. Edison Company, Orange, N. J.; E. K. Stephenson, field manager, L. C. Smith & Bros. Typewriter Company, Syracuse, N. Y.; C. H. Hunter, assistant general manager, Elliott-Fisher Company, Harrisburg, Pa.; Jas. J. Dalton, president, Dalton Adding Machine Company, Cincinnati, Ohio; L. J. Conger, sales manager, Corona Typewriter Company, Groton, N. Y.; Frank Dorian, general manager, and N. F. Milnor, sales manager, Dictaphone Company, New York, N. Y.; Walter W. Ramer, president, Wholesale Typewriter Company, New York, N. Y.; Chas. Johnson, field manager, and W. F. Sroufe, New York manager, Corona Typewriter Company; L. S. Wilson, manager supply department, Royal Typewriter Company, New York, N. Y.; L. G. Palmer, district superintendent, General Fireproofing Company, Youngstown, O.; J. M. Goldstein, Weis Manufacturing Company, Monroe, Mich.; E. S. Ensign, Ensign Electric Calculating Machine Company, Faneuil, Mass.; Chas. C. Cobb, sales manager, Conklin Pen Company, Toledo, Ohio; George C. Chase, sales manager, Mechanical Calculator Company, Providence, R. I.; Mr. and Mrs. Fred Lincoln, Washington, D. C.; Miss Bell, agent, Hammond Typewriter Company, Washington, D. C.; Harry Bates, advertising department, Underwood Typewriter Company, New York; Will Davis, advertising department, and Pete Waters, speed department, Remington Typewriter Company, New York; Mr. Simmons, speed department, Underwood Typewriter Company, New York; J. N. Kimball; G. P. Ferry and L. A. Griffing, New York office Corona Typewriter Company.

Visitors from abroad included F. Mamiya, Tokio, Japan; L. Neuman, Paris, France; Maurice Guiguet, Sens, France.

Bristow was demonstrating the Bristow Radial Distributer.

"How much?" inquired a crusty sort of an individual, who had just come up.

"Five dollars," was the reply.

"Too much, too much—and besides I never buy anything on first inspection," remarked the conservative gent."

"How much did you say?' asked the second man in line.

"Five dollars and ——"

"I'll take two of them, they are the best things I ever saw for the purpose," replied the visitor, drawing a bill from his wallet.

Bristow says Philadelphians are just like the rest of us—some appreciate a good thing on first sight and some wear side-whiskers.

Manager Reeder of the Addressograph was in the middle of one of his de luxe demonstrations. The prospect was manifesting great interest and the psychological moment was fast approaching, when a man rushed up to the booth, made a dive through the crowd and between gasps informed Reeder that the building which housed their business downtown was on fire. A second later a

young woman of the staff appeared in tears, to confirm the information, to announce that the building was filled with smoke and might by this time be in ruins.

Reeder glanced at the prospect and paused for a second. "Did everybody get out of the offices without injury?" he inquired.

"Yes, all are safe."

"With such a list as your own," remarked Reeder to the prospect, "you see just what economy," etc., etc.

Those who know declare that Reeder's demonstration during the supposed fire was the best he ever made.

When asked afterward about the incident, Reeder explained that he knew he could have done nothing at that moment and he didn't purpose to spoil a sale. Later the news came that the fire was in an adjoining building.

There is a tradition in the trade that General Sales Manager Neahr of the Underwood Typewriter Company was never caught in any situation without ample funds to meet the conditions of the moment. But it is a poor rule that has no exception.

On Wednesday of the show week the General Sales Manager spent the day in Philadelphia and gave a lunch party at the Bellevue-Stratford.

Arriving earlier than usual at the Grand Central station, from his home in Hartsdale the following morning, the General Sales Manager decided to walk the several blocks to the Sixth avenue "L." On the way over he met one of the members of his staff. "Mr. Neahr," said the salesman, "I think I'll take that little trip this morning and if you will let me have $10.00, I will not have to go down to the office, but can start at once."

"Certainly," said Mr. Neahr—"that's a capital idea. Here's the ten."

Arriving at the elevated station the General Sales Manager's fingers automatically went in the side pocket of his coat, to discover there were no coins there. Feeling around in the trouser pockets brought nothing to light, while the opening of the wallet disclosed the fact that the $10.00 bill given to the young man was the only money in his possession.

But it was a bright morning and there was still ample time for the three-mile walk to the office. He arrived on time and remarked to one of his co-workers, "It was such a beautiful morning that I walked down from the station.

"The boss walked down from the station this morning," remarked one of the division managers to another.

"Walked down—for the love of Mike—I'll bet he was broke for the first time."

"Oh no," replied the other man. "He gave me the impression that he wanted to take advantage of the fine air this morning."

"That's all right," said the other, "but I'll bet a five dollar note something was wrong and I am going to find out."

When in the general manager's office later in the day he remarked, "Boss, I have a chance to win $5.00."

"I hope you do," was the reply.

"It's this way: I heard you walked down this morning and I bet one of the boys $5.00 that something had happened and that you were broke."

"Well 'er—'er—" said the General Sales Manager, "You win the bet."

One aisle of the big armory contained so many articles which enter into the stock of every well-equipped stationery store that the exhibitors referred to that side of the building as the "Stationers' Department." There were the big exhibit of Bushnell's Paperoid Envelopes, The George B. Graff complete line of expanding envelopes, signals, etc., the Vulcot Waste Paper Containers, the Kalamazoo Ledger, the Webster Binders, Bristow Distributers and scattered throughout the exhibits quite a number of other articles which are sold in the stationery store.

J. N. Kimball is the manager of the Typewriter Contests. Kimball has had this interesting and important work in charge for many years and there is no man in the United States better qualified to do it. Kimball is himself an expert stenographer and typist and has for many years operated a school in New York City. He took up stenography and typewriting upon the advent of the machine and was doing expert work with both long before the present generation of operators had made their choice of parents; and the best thing about it is that Kimball has never lagged behind. He is after all the years still about twenty laps ahead of anyone engaged in that business today. Kimball would rather run a typewriter contest than teach the young idea how to shoot what Dickens called "the pen and ink skyrockets." In fact, he would rather run a typewriter contest than do most anything else. Just what is his net cash loss in the time he has devoted to this work for ten years, no one will ever know—but that wasn't what we started out to say.

Kimball can do a lot more things than run a typewriter contest and if he devoted his time to newspaper work, he would have been city editor of a metropolitan daily, or he would have been sitting in a mahogany box stall, dictating stories to speed typists.

Some years ago there was considerable difficulty in getting copy for the professional contests. From four to six thousand words were required and it was difficult to get the right sort of stuff. Even the document room at the Capital in Washington was searched for proper material. The difficulty in getting the right matter was mentioned to Kimball, who said, "Well, I'll write a story," and write a story he did. And ever since he has been writing original stories of from four to six thousand words, to be used in professional contests. There are no stories of the kind that contain more pleasant humor and relate more interesting experiences. The one used in Philadelphia, under the title of "The Tale of the Grey Cat," is one of the best. If Kimball ever gets time while running a school and contests, we recommend that he follow the profession of story writer.

The visit of President George Ed. Smith, of the Royal Typewriter Company, to the Philadelphia Show was the occasion of an interview by the "Philadelphia Ledger," which gave a half page in one of their morning editions and a column in the evening edition to what Mr. Smith had to say on the general business situation as reflected by the typewriter business. The splendid progress of the Royal Typewriter Company under Mr. Smith's administration as general manager and later as president of the company has resulted in requests for his views from many quarters.

Mr. Smith is a careful analyst of conditions and the causes which affect them. From his conclusions he builds up the policy under which the business of his company is conducted. Mr. Smith has made a very careful study of every factor in the distribution of the company's product and in a recent talk before the Advertising Men's League of New York, on the subject of advertising made some suggestions for hooking up the advertising and selling departments, which have attracted considerable attention in the advertising world.

W. H. N. SHIPMAN.

The gentleman whose likeness adorns the oval outline at the top of this column is W. H. N. Shipman, general manager of the Typewriter Emporium, Chicago, and a son of E. W. S. Shipman, president of that lively and efficient organization.

Mr. Shipman was born at Toronto, Canada, 30 years ago. His parents on coming to the United States lived for a time in Louisville, Ky. In 1892, E. W. S. Shipman moved his family to Chicago where young Shipman, finishing in the graded and high schools of this city, completed his education at the University of Chicago. During this time his father, an old typewriter man, had started a typewriter business in Chicago, and ten years ago the son began to learn the business as a typewriter repairman in his father's shop, then located in a store on LaSalle street. Although a graduate of one of the foremost colleges in the United States, he was not too proud to work for seven dollars a week repairing typewriters so as to learn the business, in which he has worked up, step by step, to the position of general manager of one of the foremost typewriter rebuilding and wholesale typewriter concerns in the country, with an enviable name for the quality of its output.

The Typewriter Emporium now occupies a large space in one of the buildings in the heart of Chicago where it has almost every modern facility for the successful conduct of the business. Some years ago Mr. Shipman found that much depended upon the promptness and reliability with which service could be given to customers, and, in co-operation with his father, devised methods which take care of all the details of the business. The result is that the affairs of the Typewriter Emporium are conducted on schedule time, the work of the factory and office being so co-ordinated that there is seldom, if ever, a hitch. If one individual is detained or is absent by illness, another next in line steps temporarily into his place.

The physical equipment of the office includes all of the important labor saving office devices necessary to the conduct of a modern business. Much of the work of systematizing and handling sales and publicity is that of W. H. N. Shipman, who has amply proved his ability and sound judgment. The Emporium gives by its system a splendid service to its customers; letters, inquiries and orders being handled and filled the same day as received almost without exception.

PAUL L. BARRETT.

Paul L. Barrett, whose likeness adorns the oval at the top of this column, is not a Hoosier, but he has shown a versatility which entitles him to an honorary position among the Hoosier ranks. He was born in Kalamazoo, Michigan, in 1877. He went to school in that city and graduated from the high school, taking an active part in athletics, and always having charge of the advertising of the various school fraternity publications. He says that after he graduated he looked for a position but all he could find was a job at three dollars a week, which was, he says, the best training he ever had, teaching him how to do hard work and like it. He afterwards became superintendent at the same factory. Desiring to go east and tackle broader fields he went to Boston, where he had received an offer from the Derby Desk Company. He became sales manager for the Derby people in New York City, and later was sent to Chicago to open and manage a branch there, where he remained in charge for several years opening other branches from time to time and supervising agencies.

The Barrett Adding Machine Company was organized in 1910 at Grand Rapids, Mich., and Mr. Barrett went with his brother, Glen J. Barrett, in the conduct of this business. Paul L. Barrett was the sales manager and Glen J., the inventor and factory manager. After much hard work the brothers finally succeeded in bringing the business to a point where the sales showed a substantial increase from month to month, at about which time the proposition looked sufficiently attractive to Philadelphia capitalists so that they came and bought out the business, moving the general offices to the Quaker City.

In 1909 Mr. Barrett was married to Miss Winifred Smith of Chicago, and after the sale of the adding machine company they returned to this city, where Mr. Barrett for a short time became sales manager for the Brandt Cashier Company, leaving them within a year to look after other interests. His brother having worked out some designs for change makers, Mr. Barrett persuaded him to turn them over to him to see what could be done. He formed a company known as the Barrett Changer Company, and with capital and plenty of engineering and manufacturing skill behind it the Lightning Change Maker was put on the market. This device has already established itself as standard for this class of work.

IN OTHER LANDS

News and Notes of the Activities in
Office Appliances Field Abroad.

Office Appliances in Great Britain.

Exclusive Correspondence of "Office Appliances."

London, March 13, 1916.

COMMERCIAL and industrial conditions in this country feel every month the extraordinary changes that the war is bringing about. In the office specialty, stationery and allied trades the dependence upon German and Austrian manufacturers has been shattered with a ruthless hand with the result that Great Britain is now setting to work to either import the required substitutes from neutral countries or, as is still more likely, to manufacture them herself. The situation, for example, in typewriter ribbons and carbons still remains serious and prices of these supplies are being steadily advanced. The color situation is especially acute and very high prices are being realized by firms holding supplies of coloring materials. Apropos of this, Frank J. Allen of the Columbia Ribbon and Carbon Manufacturing Company here, sends me a statement of his which, although it has already appeared in print on this side, need perhaps not be altered on that account as it sums up the situation so succinctly. Here is the pronouncement:

The raw material situation, as affecting the ribbon and carbon business, is certain to become worse instead of better as long as the war lasts, and it is not only likely but quite certain that some of the difficulties growing out of the war will remain for a considerable time after it is ended. No one can do any more than guess how long, any more than one can prophesy with safety as to when the war will end. We will not undertake to give you a barrel full of statistics because there are others who have made more of a point of collecting them than we have, but when a $50 keg of color can sell for $1,200, it is obviously not merely a question of price, but a question whether the goods can be manufactured at all after a more or less limited time. Of course, the color situation is the most serious factor, but this should not be allowed to obscure the fact that other essential materials are almost equally affected. We happen to know of a case where a quantity of one of the important waxes changed hands not long ago at about five times the normal price. Practically all materials of importance have advanced substantially since the war began, because even when not directly affected in the same way as dyestuffs, practically nothing can escape the many indirect effects of war conditions. There is one good thing which may eventually come out of the whole situation, and that is an increasing tendency to standardize on black for both ribbons and carbons. Although even blacks are more expensive to manufacture than before the war, they are far less affected than the colors, and there seems to be at present no danger that supplies will absolutely fail.

Attempts to manufacture new articles in this country are slow to get going owing to a multiplicity of causes. For one thing, there is the wholesale diversion of machinery and plant to military and naval requirements, whilst for another there is the embargo on raising capital for objects not of the first importance. The reduced importation of paper is another fact that hits the office supplies' business very greatly as in paper is also included typewriter carbons. Still enterprise is at work the whole time wherever it sees a chance. As no end can be set to hostilities people all the way around are giving up waiting for the end of the war and the production of substitutes of formerly imported goods is always being discussed and, where possible, initiated and carried out. Labor costs always rise and labor supplies get shorter and shorter. On top of the results of the great national voluntary recruiting campaigns there came last of all the passing of a bill through the Houses of Parliament compulsorily enlisting all the remaining single men between the ages of 18 and 41, except in those cases where they could obtain exemption or were employed in trades reserved from enlistment because of their national indispensability—such trades as coal mining, for example.

With regard to these reserved or certified non-enlistable industries complaints are already heard that there are too many of these. Therefore, a briefer list is to be drawn up by the Government shortly which will include only the most indispensable of these. Furthermore, where exemption was automatic for all the workers in the indispensable trades it will probably shortly cease to be automatic for the young unmarried men in those trades. Again, important men like managers, foremen, gangers and highly skilled irreplaceable workers are also in the reserved lists. These will now again be combed through more carefully and more men taken for the army. Anyone compulsorily enlisted under the last act can of course claim exemption and may get it if the reasons laid down by the applicant before the exemption tribunals are regarded as sufficient. This latter is not very often the case and at the most the exemption, when granted, is only for a period of a few months. The reason for going over all these reserved lists is, of course, the fact that these reservations were being taken improper advantage of by thousands of men.

So far as typewriter firms and similar enterprises are concerned, the deficiency of labor is great but very far from paralyzing. They sustained their greatest number of withdrawals of workmen earlier in the war and most of those who now remain are either not eligible for military service or have been specially exempted for longer or shorter periods; whilst at the same time tremendous use has been made of the big new supplies of trained female labor that are at last coming along. At the same time a frequent notice in typewriter headquarters' windows is "Mechanics wanted urgently."

One side effect of the recent calling up of so many tens of thousands of remaining men is the further boom in office labor-saving appliances. When British business men generally are utilizing more labor-saving appliances in their offices and are also using trained female typists to an extent never before known, it is surprising to get the information that Government departments are still lagging behind in these respects. I do not pretend to know the inner workings of all Government departments, but one does not get the idea that they are overrun with typists and women secretaries. One does get the impression sometimes that they are more old-fashioned in their methods than even the much-criticised British business man. It does not seem to be a matter of course, for example, for a hard-worked private secretary to a minister to have a typist, or a number of typists, at his elbow or in an adjoining room. A business man under the same press of work would certainly have a typist's desk in his room. Then there is a good deal of routine secretarial work, which could be done by women, and which does not seem to be done at present. In fact, even ministers do not seem to have got the idea yet of employing a staff of what one may call junior secretaries, who might as well be women as not.

An important minister was complaining to me the other day that he had not had time to read the papers on a particular subject with which he had to deal. "But," I said, "have you no one to go through the papers for you and cut out whatever concerns your department?" "No," he replied, "I have not. It would be very useful." I am pretty sure that this example was typical, and that a great deal of work is done personally in government departments by highly-trained and highly-educated men which in a business office would certainly be done by women secretaries.

There is one form of the "dilution" of labor which we have heard nothing of from the government which, I imagine, could be carried very far, and that is the use of labor-saving and clerical machinery. A correspondent of a newspaper the other day wrote pointing out that a certain government department had been held up for a long time for some figures which were all worked out on the pencil and paper system, and which could have been done in a tenth of the time by tabulating machines. Even in business offices in this country, very little use is made of adding, calculating and tabulating machines, though, of course, insurance companies make great use of these, and some banks. New inventions in the way of labor-saving machinery always prosper most where labor is scarce and dear, as in some parts of America. It is quite possible that under the pressure of the war famine in labor English manufacturers and business men may yet turn to office devices to a still greater extent than ever before and makers of these articles are not neglecting opportunities so offering. Indeed, as Minister of Munitions Lloyd George, I think, pointed out, the substitution of the machine for the man has already gone very far in certain branches of manufacture since the war.

E. Spencer Harrison, governing director of the Smith Premier, is getting to work training girls as typewriter mechanics. He regards the prospect of this being successful with optimism, but agrees that it will take time, and of course, not every girl will be successful. He regrets to announce that government restrictions on shipping typewriter supplies from this country abroad are doing a lot of damage to the rapidly growing Smith Premier business with Russia. Sweden has prohibited the sending of these things across her own territory to Russia as a reprisal for the British government's action with regard to Swedish shipping, and that holds up things a lot. Then Russia's chief hostilities-free port, Archangel, is still ice bound and will not be open for navigation probably for a month or two yet. He declares that as a result Russia is now getting German-made typewriter ribbons and carbons. These are imported from Germany into Sweden and they are packed up in Swedish spools and cases and shipped as Swedish goods to the Czar's dominions.

The Royal typewriter business here continues good. Export Manager T. T. Malleson is due to pay a round of European visits. As with other companies, the government is granting exemption to men actually engaged in repairing Royal machines for military use, but otherwise the men have to go into the army and no exemption is granted for men working on machines for civilian customers.

The Salter Typewriter Company here, manufacturing the well-known British machine, have now taken over the British agency for the Victor typewriter. This is with a view to using their selling organization to good advantage in war-time as, of course, the production of Salter machines has been greatly reduced owing to the transformation of the company's plant to war material production.

One result of this war will be, unhappily, the creation of a class of maimed men. In cases of men who have lost one hand the single-handed operation of a typewriter is being looked into and I notice that W. J. Richardson, governing director of the Bar-Lock, calls attention to his machine as being easily manipulated by one hand. He gives as reasons the absence of a shiftkey and the consequent printing of every letter by one finger stroke. Further he points out that with reference to the paper carriage the paper can be put in and turned forward line by line from either the right or left. He declares that the company has already placed many machines for one-handed operators.

Talking of one-handed typists leads to the question of blind soldiers. Instruction is now being given at one big London center in typewriting and Braille shorthand to soldiers and sailors blinded in the war. One of the instructors here is a girl, herself blind, who was for many years employed in the advertising department of the Remington. Her skill both as a typist and instructress is remarkable.

The Ludgate Company, the biggest sellers of office specialties in Scotland, report business as excellent with as much trade as they can handle. At the same time they have been putting out some new sidelines. One of these is a handy pocketbook, a combination of purse,

handbag, card case and address book. The over-all size is 4 inches by 3 inches, and the whole is bound in pigskin. The device retails at $3. Actually it includes a notebook of 100 pages, an index for keeping addresses, a pencil, a card case, a pocket for paper money and a purse for coins. New sheets can be added to the notebook at any time. This is selling well, especially for ladies.

The British Industries Fair held at the Victoria and Albert Museum, London, from February 21 to March 3, contained quite a good show of stationery. Evidently big efforts are being made to hold and build up the British stationery trade in these times. Altogether about forty stationery firms exhibited. There was even a quill pen stand. This was run by Henry Hill and Sons, Ltd., who are manufacturers of quill pens, tooth picks, sealing wax, India rubber, etc., and they are contractors to the government. The firm is seventy years old and has of course seen the enormous change over in the pen trade from quills to steel. Henry Hill himself some years ago invented the Metkalamos or metallized quill pen which he claims retains the flexibility of the quill and acquires by a chemical process almost the hardness of steel with the smoothness of gold. It certainly seems a very nice little thing, but unfortunately the invention had come too late, as the public had largely ceased to use quill pens. Notwithstanding the introduction of the adhesive envelope the sealing wax trade still flourishes in a mild way and a good wax seal is still regarded by many as being the only real security for documents and correspondence. All this firm's goods are entirely British made. One of Mr. Hill's latest inventions is the patent portable lectern-secretaire. This article combines a stationery cabinet, writing slope, book rest and easel and is serviceable in the office and library and also for traveling.

With regard to quill pens themselves, ninety per cent are made from goose quills with a fair number of duck quills used for similar pens where exceptionally fine writing is required. No fresh men are being trained for quill pen making and it looks as though the trade must die out. Apparently Henry Hill and Company regard this prospect as likely themselves, and they are gradually developing their business in other directions, and notably in the way of using quills for cigarette and cigar mouthpieces.

The Roneo Company, Ltd., has favored your correspondent with a clipping from the Liverpool Courier of August 30, 1915, presenting an equestrian picture of Regimental Sergeant-Major S. A. Wynn of the Australian Light Horse. Mr. Wynn, formerly superintendent of the Roneo Company, Ltd., at Liverpool, was the sixth man to enlist at Sydney, N. S. W. He went to the recruiting office with the encouragement and consent of his wife. He was severely wounded by shrapnel and bullet at the Dardanelles on August 6 and was sent home to recover. In his earlier career, Mr. Wynn saw service in Canada, where he was connected with the Mississanga Horse. At a review in Toronto he was once personally complimented by Sir John French on his own and his men's soldierly appearance.

I learn that the Roneo Company long before the Compulsion Bill became a law had persuaded practically every single man in its employ to attest, nearly 140 men enlisting during the early months of the war. The compulsion law therefore does not affect the company very much except in the cases of a few of the married men who have attested and are liable under the act. The volume of the company's business is reported to be larger than ever. Older men are being engaged and the turn-over is maintained above the average. Cost prices are rising, but thus far the company has advanced its prices only 5 per cent above list. In common with everyone else, the Roneo Company experiences a shortage of labor and materials.

British manufacturers owing to the scarcity of supplies of ordinary string, twine and tape are falling back on an old American idea and manufacturing string from paper. In appearance the new string, which is suitable for the tying of parcels of fair size, is similar to the genuine article and it is difficult to detect the difference. Leading manufacturing stationers are now stocking it. This shortage of string has been one of the greatest difficulties that all trading classes have experienced, especially during the last few months. One result of this scarcity has been the increased use of sealing wax, the wax being used as an aid to string, this being fixed to a paper band, thus relieving the strain on the lessened quantity and inferior quality of string used.

A Valuable Handbook for Typists.

It has been our pleasure to receive from the Smith Premier Schreibmaschinen-Gesellschaft m. b. H., the German agents for the Smith Premier, a copy of a most interesting handbook which the company has issued for typists using any make of typewriter. The first edition of the book was issued before the war began. It contained, as does the second edition, a number of practical hints for typists, and we are informed that the first edition was quickly exhausted, which indicates, the publishers of the book believe, the broad demand among typists for an impartial booklet of a practical, handy, comprehensive character.

The war, which has had a deterrent effect in most lines of business, has not prevented the Smith Premier Schreibmaschinen-Gesellschaft m. b. H. from issuing a new edition of its handbook in a greatly improved form and increased by more than half in contents.

The book is a veritable adviser for both male and female typists and contains answers for many of the questions which confront the typist in the course of his daily work. Among the departments of the book are: Securing positions, office rules, business practice, duplicators and their use, practical hygiene, salutations, legal information, trade literature, typewriter contests, postal information, monetary and weight equivalents, stenographers' and typists' associations, etc.

The handbook is published in German and we believe that if its value appeals to typists who read German as strongly as it appeals to us, the second edition will have to be followed by another within a short time.

The address of the Smith Premier Schreibmaschinen-Gesellschaft m. b. H. is Potsdamerstrasse 75, Berlin W. 57, Germany.

British Fair to Include Office Supplies.

Plans are being made for a British Empire Fair to be held next year. An exhibition building which, it is said, will be the largest of the kind in the world, will be erected at Willesden Green, in the spring of 1917, and the Westminster Gazette states that it will be designed to provide accommodations for exhibits from almost every known industry.

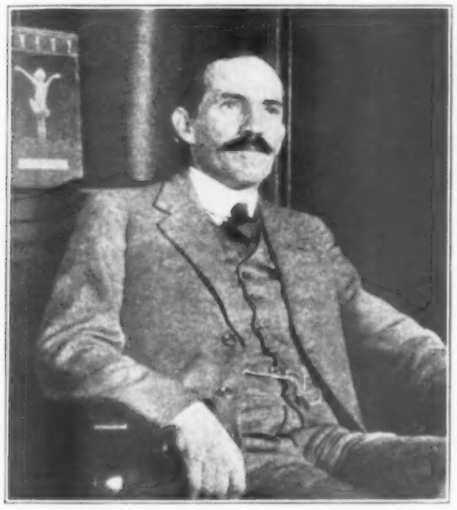
The exhibition building is expected to cost $1,000,000, and it will cover an area of 610,000 square feet. The frontage of the booths will approximate twelve miles in length, and arrangements will be made for a possible enlargement of the grounds if it becomes desirable. The fair will continue three weeks. Among the lines to be

shown are office and school requisites, and printing, lithography, stationery and bookbinding.

Prominent Britons on Interesting Journey.

Mr. and Mrs. Oliver Morland of the house of Morland & Impey, manufacturers in England of the Kalamazoo loose leaf devices, with works at West Bromwich, England, and agencies in the British colonies, are just completing a most interesting journey of something over thirteen months' duration. At the time of writing they were on their way home, expecting to sail about the first of April from New York City. Mr. and Mrs. Morland spent a few days in Chicago during the middle of March and favored Office Appliances with a call.

Mr. Morland gave a member of Office Appliances' staff a sprightly and entertaining account of their journey, which commenced on February 20, 1915, when they started from England en route to Bombay, India. At Bombay they found the European and Parsee business houses in prosperous condition. The Parsee race, although numerically small, is the business race of India. Coming originally from Persia, the Parsees appear to



Oliver Morland, Head of the House of Morland & Impey, Ltd., Birmingham, England.

have a genius for commercial affairs and are gradually taking over the mercantile business of the Indian empire.

From Bombay the travelers crossed India to Simla, the winter capital, going thence to Calcutta, the second great commercial center of the East Indian empire. Among the many things that Mr. and Mrs. Morland observed is the fact that labor in India is one of the cheapest commodities to be had and that the babu or Indian clerk is not only a useful individual but is like no other person of his kind in the world. Fortunately for business men in India, the babu is numerous and in general he is intelligent and reliable. There are certain characteristic idiosyncrasies which are amusing to the European. For instance, the babu wears a dress shirt outside of his other garments both on the street and in the office, which to the European or American gives him a somewhat peculiar appearance, to say the least. In the bosom of the shirt is a pocket in which he carries his notebook and his fountain pen. The babu, it appears, is often a singular combination of shrewdness, adaptability and innocence. Mr. Morland related one instance wherein a gentleman of his acquaintance, a young man of about thirty, was the employer of a number of babu clerks. One middle-aged clerk with a large family was accustomed to come to him with every small personal difficulty and to commence his requests for aid with the assurance, "You are my father and my mother, and will therefore advise me." The babu believes in advertising and is not backward in stating his qualifications for employment. Not the least amusing feature of many of these applications is that the would-be clerk styles himself as a failed B. A. or a failed M. A., meaning that he has applied for examination at the university for the degree of Master of Arts or Bachelor of Arts, as the case may be, and has failed to qualify. This to his mind is some recommendation at least which should be set before the prospective employer. We venture the opinion that this is the first instance on record in which men as a class advertise their failures as recommendations. Mr. Morland tells us that the men who do qualify and pass the examination for the Master's degree are able to command higher salaries and, what is still more important to the Indian mind, are able to obtain much larger dowries from their prospective fathers-in-law when they marry. The scholastic degrees at East Indian universities, the traveler said, are hardly the equivalent of similar degrees at English or American universities.

From Calcutta the travelers proceeded to Madras, which Mr. Morland described as the land of Rip Van Winkle. Madras is an old city where every important house, seemingly, has a compound with many acres around it. Commercially it is of less importance than the more enterprising cities of Bombay and Calcutta. From Madras they proceeded to Colombo, Ceylon, which is the great junction point for the sea traffic of the world. One who stops for a few months at the principal hotel at Colombo may meet almost every world traveler.

Passing to Australia and New Zealand, they visited all of the principal cities, and then went to Java, where they spent a most interesting period studying the business conditions of this island, its industries, and visiting the ancient Buddhistic ruins, some of which are almost comparable in size to the pyramids of Egypt and are in an excellent state of preservation. Mr. Morland describes Java as a wonderful island and an almost ideal place in which to spend one's vacation. In size it is about one-sixtieth or one-sixty-fifth that of the United States, but it has a population of approximately 36,000,000 people. Java is both level and mountainous, the mountains in some portions of the island rising to great heights, with their sides covered with the most brilliant tropical verdure. The island has practically no seasons—the weather is warm all the year around and rice may be seen in all stages of growth at one and the same time. Literally thousands of square miles are covered with rice paddies, for the water in Java is abundant, rain falling nearly every night and the streams being well filled. After the rice is sowed and the plants are a couple of inches high they are taken up by natives and transplanted in paddies or small plots of ground, which are covered with a few inches of water. All of the thousands and thousands of acres of rice which is grown in Java is handled in this manner, each plant being drilled by hand, transplanted under water and when the growth has proceeded a little way the water is drained off into the next paddy, and so on until exhausted. This furnishes employment for the teeming millions of Java, from the small children to the parents.

From Java, Mr. and Mrs. Morland returned to Australia, spending Christmas in Sydney. From Sydney they proceeded to Suva, thence to the Philippine Islands, Honolulu and Vancouver. They crossed the American continent by the northern route to Chicago, visiting Winnipeg on the way. From Chicago they proceeded east to Detroit and other principal manufacturing centers.

where they visited a number of the better known manufacturing plants. Mr. Morland is much interested in the latest ideas in factory system and welfare, care of employés, the expedition of factory processes, etc., and on his trip across the United States he made a special study of this problem.

Office Appliances is much pleased to have had the privilege of meeting Mr. and Mrs. Morland. They are of the class of English people who make one understand why the Englishman is welcome wherever he goes in the world and wherever he chooses to live. We sincerely hope that it will be our privilege to meet them again before the lapse of many years.

An Interesting Picture.

We have pleasure in showing upon this page the reproduction of a photograph which was sent to Rebora, Beuf

Cav. Luigi Ventura, Agent for the Underwood in Rome, and the Cavalier's Four Sons, Who Are Serving at the Front.

& Co. of Milan, Italy, by Luigi Ventura, who handles the Underwood machine in Rome under the Rebora, Beuf & Co. general agency. This photograph shows Cav. Ventura sitting among his four sons who all joined the Italian army about eight months ago. The photograph was taken at a time when the young men were released from service on a short furlough.

Rebora, Beuf & Co. state the interesting fact that the Underwood agency in Italy is largely represented in the Italian army, bginning with Mr. Carlo Beuf, who is himself a member of the army.

Young Englishwoman Wins Success as Manager.

The subject of this sketch, Miss Margaret Clement, was born in London, where she began her business career about eleven years ago as bookkeeper and shorthand typist with a typewriter ribbon and carbon paper firm. The manager of this concern soon discovered Miss Clement's fitness for a better position and introduced her to the Moya Typewriter Company, then at 85 Strand, and in need of a bookkeeper and manager over some fifteen typists, many of whom she trained in shorthand, as she possessed Pitman's certificates. After holding this position for a few months, changes took place in the management, and Mr. Moya asked her to assume that responsible managerial position which she has since held.

After a few years in the Strand the lease expired and Mr. Moya sold the concern to the Imperial Typewriter Company, Ltd., of Leicester, who removed the business to "Typewriter Row"—115 Queen Victoria street, and changed the name of the firm to the Imperial Sales Company, thus founding the sales organization of the Imperial Typewriter Company, Ltd., Miss Clement retaining the management. In this new location the business soon outgrew the capacity of the premises and the company decided to remove to larger quarters at 260 High Holborn, a location in every way more suitable for a retail business.

At various times Miss Clement has taken charge of the company's exhibitions in London and the Provinces, the uniform success of which are largely due to her charming personality and keen business instinct. Among her most notable successes may be mentioned the Glasgow exhibi-

Miss Margaret Clement, Manager, Imperial Sales Co., London, England.

tion of 1913, where the whole available stock of machines was sold, and the Newcastle-on-Tyne Business Exhibition of 1914 where the Imperial was accorded a truly magnificent reception by the many visitors—the engineers being especially interested in the Imperial's unique mechanism. The immense British Industries Fair of 1915, organized by the Board of Trade, found Miss Clement in charge of the Imperial's interests, and she again had control of the exhibit at the fair of 1916.

The managerial responsibilities placed upon Miss Clement are of a kind that might well stagger a man, but she carries them with complete success—and finds time in private life to indulge her hobby—singing, for she possesses a soprano voice of no mean quality and compass.

Readers may find it of interest to know that on February 21 at the British Industries Fair, where the Imperial typewriter was the only writing machine shown, Miss Clement had the honor of demonstrating the machine to H. M. the Queen of England, who was much interested in the demonstration, as were also the Ladies in Waiting who accompanied her. At the conclusion of the demonstration the Comptroller of the Household turned and complimented Miss Clement upon her cleverness and the tact with which she conducted the interview.

Australian Visitor Reports Improved Conditions.

Andrew Deer, one of the proprietors of the branch of the Sheldon School at Sydney, N. S. W., Australia, after spending three weeks in the United States, sailed for home on Monday, April 10. Mr. Deer reports interesting developments in Australian business since the beginning of the war. Australian merchants, of course, have been hampered in many ways, but are working out their problems in a way that gives an earnest of an early solution of the principal difficulties.

Mr. Deer's house is agent for the Writerpress and other office specialties. He himself spent several years in the United States, having been employed by the Comptometer Company and several other manufacturers of office devices.

The Sydney branch of the Sheldon School has made a fine record, and it is interesting to know that the average age of the students is thirty-three years. Mr. Deer, who spent much of his time here in conference with Mr. Sheldon, says that Australian business men are much interested in the business practice features of the school, several men of fifty and over now taking the courses with the youths and middle aged men.

Spanish Typewriter Man Visits America.

An interesting visitor to the United States last month was Percy R. Chown of Barcelona, Spain, who is one of the largest dealers in rebuilt typewriters in his country. Mr. Chown is a pioneer in the introduction of the rebuilt machine in Spain. He was for many years connected with leading educational institutions and had intended to continue his specialization on that work, in which he was so much interested.

A few years ago, however, he furnished some of the capital to establish a young relative in the typewriter business. In advising with the young man Mr. Chown became interested in the machines and when his relative later decided upon some other work for his career, Mr. Chown was under the necessity of devoting considerable time to the business in which his capital was invested. A closer acquaintance with the enterprise gave him an increasing enthusiasm for the work with the result that a few years ago he concluded to devote his entire time to it. The result has been a steadily enlarging business and Mr. Chown is now one of the largest distributors of American rebuilt typewriters.

Mr. Chown is a man of charming personality, a close student of general conditions and an interesting talker. We hope we may have the pleasure of renewing acquaintance with him.

Norwegian Dealer Visits America.

J. Milne Grieg, representing the Moderne Forretningsutstyr A/S, of Bergen, Norway, recently arrived in the United States from his home in Bergen, in order to obtain information which would lead to increased business between the two countries in all sorts of office appliances and shop fixtures. Mr. Grieg will stay a month in the United States to study this business and get in touch with the right people. He requests that any one who cares to make inquiries as to his stay may do so by addressing him in care of the Egry Register Company, Dayton, Ohio, which house he has represented in Norway for many years, and where he will make his headquarters during a part of his stay.

Foreign Visitors' Day at the "General."

In Brooklyn, N. Y., one day recently there was quite a "gathering of the clans" in the offices of W. H. Beardsley, managing director of the General Typewriter Exchange. On the same day there called at this office Percy R. Chown of Barcelona, Spain; Costa B. Xanthos of B. Miceli & C. B. Xanthos, Athens, Greece; Herbert Diaz of Herbert, Esteves & Co., Lisbon, Portugal, and finally, the representative of another concern prominent in the rebuilt field. Mr. Chown is exclusive agent in Spain for the General Typewriter Company; Mr. Xanthos' company are exclusive agents for the General Typewriter Exchange, and Mr. Diaz is negotiating for the exclusive representation in Portugal for the General Typewriter Exchange. It is stated that as a result of these calls contracts have been placed by the four gentlemen present aggregating approximately five thousand machines on their immediate order.

Scottish Dealer in America.

Joel J. Gottlieb of Glasgow and Dundee, Scotland, is now in New York City and expects to make a somewhat extended stay in America. He is here to exploit and put on the market a patent inkwell which he believes possesses many striking improvements. He will be interested to hear from glass manufacturers and makers of articles of

Joel J. Gottlieb of Glasgow and Dundee, Scotland.

this kind, as well as large jobbers in a position to handle such devices. As he desires to get manufacturers' estimates he will be happy to furnish specifications regarding his inkwell for this purpose. Another important reason for Mr. Gottlieb's trip to America is to visit his father, whom he has not seen for thirty years. He will remain in this country for at least six months, and may be addressed at his father's residence, 182 Garfield avenue, Detroit, Mich.

Mr. Gottlieb, while a Russian by birth, has lived in Scotland for some twenty years, and for the last twelve years he has been a dealer in office appliances, with stores at Glasgow and Dundee.

An Anniversary.

The magazine "Commerce et Industrie," 29, Boulevard des Italiens, Paris, which for the last ten years has waged a good fight in spreading in France the gospel of scientific modern methods of manufacturing and organization, has just appeared with its hundredth number. This number contains besides many articles of lively practical interest the complete text of the remarkable address given at the twenty-eighth monthly dinner of the magazine by Victor Cambon, mechanical expert, on the subject, "German Industry as Against American Industry." (Price per issue, one franc.)

BUSINESS IN THE CANADIAN PROVINCES

Some Suggestions as to Conditions Among Our Neighbors in the North with Especial Reference to the Province of Quebec.

NOTE:—A friend of Office Appliances in Montreal has forwarded the following article, which gives a new angle to the Canadian situation, providing information of which the average American is not in possession. How many citizens of the United States could tell you that there is a large and important section of Canada, prosperous, populous and highly advanced in all the arts and industries, where the English language is seldom heard in a day's journey? How many citizens of this country know that in order to be the most fully equipped to perform the duties of a traveling salesman in Canada one should be prepared to speak French as fluently as English? The author of this article is an experienced American traveling salesman and he has contributed it because he feels that the information it contains will be of value to manufacturers in the United States, few of whom really understand the business situation as it exists in the Province of Quebec.

BUSINESS conditions in the Province of Quebec are not at all bad, everything considered. There are a number of matters which American manufacturers should consider when placing their agency in this part of Canada and which are generally overlooked.

The population of the Province of Quebec is estimated at about 2,000,000, and out of this number over 1,650,000 are French. There are 6,856 public schools in the Province and only 801 of these schools teach English. There are 1,490 dry goods stores in the province and only 214 English stores out of this number, the balance being French.

Outside of Montreal and the City of Quebec there are no English newspapers published in the Province. Outside of Montreal it is almost impossible to find an English speaking person in the Province.

"What does this have to do with the American manufacturer or jobber?" you may ask.

Much I would say.

The greatest mistake the American manufacturer makes is to send an English speaking representative to any city in the Province outside of Montreal. Circularizing in English is a waste of money, time and energy.

True, Montreal is the largest city, by far, in the Province, but a representative who speaks the French language will accomplish more in Montreal because he is sure to deal with Frenchmen principally.

Recently I was in the Montreal office of one of the largest American manufacturers. For an hour I did not hear anything but French spoken in this office among the employés or over the 'phone.

In another office a Frenchman approached the manager and asked if he had a certain article. The question was asked in French and a reply returned, of course, in the same language. The Frenchman then said in English: "I just called on 'John Jones & Co.' regarding this same article—and there was no one in their place who could speak French. The clerk who waited on me asked if I could speak English. I thought it was none of his d—— business—and walked out."

Now **why** should this condition exist?

At the present time there is considerable difficulty being experienced between the French and English speaking people and a short history of the Province of Quebec will help clear up the situation.

The defeat of Montcalm by Wolfe on the "Plains of Abraham" in 1759 settled the supremacy of English rule over the French in Canada and in 1763 Canada was formally ceded by France to England. Under the terms of the treaty, civil and religious liberty was granted and **guaranteed** to the French Colonists, which included the retention of the French language which was and has always been regarded as legal and **official throughout the Dominion.**

In 1867, the British North American Act passed the Imperial Parliament. Incorporated in the British North American Act were the rights and privileges guaranteed French Canadians in the treaty of 1763 of the retention of the French language as legal and official for the Dominion. Previous to 1763 the Dominion of Canada was exclusively French. After the occupation by the English in 1763 it gradually changed and at the time of the confederation (1867) Quebec Province only was exclusively French, or nearly so. In the course of time the French Canadian migrated to western Canada and being a prolific race, soon peopled certain sections of Ontario, with the result that in some cases they superseded and ousted the original English, Scotch and Irish settlers and established French settlements. For this reason the majority of the schools in the Province of Quebec and also Ontario teach practically nothing but French—and very recently, the Province of Ontario passed restrictive educational laws curtailing and prohibiting the use of the French language in the public schools. The French are very jealous of their prerogatives guaranteed them by Great Britian and in retaliation refused to speak English. Just recently, they demanded that the telephone company in Montreal employ French operators and refused to ask for their "numbers" in English. Then, as stated, there are perhaps 1,000,000 French in the Province of Quebec who cannot speak English, and those who can speak English prefer to speak the French language.

A word about credits in this Province.

We will say that a company incorporates here with a capital stock of $10,000. Immediately that company is assessed 7½% of its capital stock as a "Business Tax"—and another 5% so-called water-tax. The company takes a lease for five years on a piece of property, at an annual rental of $2,000. Suppose they fail to pay their rent for a month or so. Immediately the landlord attaches the stock, demanding his rent for the unexpired portion of his lease, which in this case would be $10,000, less what had been previously paid, and other creditors must sit idly by and see their goods sold to pay the landlord's rent for the next few years. Therefore, a long term lease is a liability and not an asset in Canada.

There are about 8,000,000 people in Canada and at the present time the war tax amounts to over $300,000,000 annually, with prospects for an increase. In addition to the regular duty on imported goods, there is a war tax of 7½%. Married men who have gone to the front (over the seas) in the majority of cases are paid their full salaries by their employers while serving the country. Single men usually get half their salary. This means, necessarily, some retrenchment along some lines in their purchases, but munition orders are plentiful and taking it all in all, Canada is in fair shape, everything considered.

GREETINGS FROM GERMANY

By Otto Apel, Berlin, with A. & H. Dürselen, Representing the F. S. Webster Company.

EDITOR'S NOTE.—Office Appliances is glad to receive the article which follows and pleased to be able to present such expressions in its columns. This magazine has for several months in its editorials given voice to its attitude toward the development of American business abroad, both during and after the war. It has frequently stated that one of the desires of the publishers is to present the products of American manufacturers for the consideration of friends in other lands who may be interested in American products. Office Appliances will do what it consistently can to develop American business abroad, but the editors entertain no delusion regarding the position of American business abroad after the war. We know that Americans will hold what they deserve to hold, and no more. If our goods and our methods and our processes are of a character which will enable us to hold our own in competitive markets, we shall do so, otherwise we shall not. All that Americans can ask and all they do ask is a fair chance and a square deal in the markets of the world.

We desire that everyone in the whole world shall be prosperous and happy. This wish arises from sentiment but it has sense behind it, for in proportion as others are prosperous our chances for prosperity and happiness increase. Sentiment is life. Business follows in the wake of the doer of good, while only destruction, distrust, discontent and all their attendant evils follow him who does ill. We more than suspect that if any cause shall hasten the millennium it will be found to be the spirit of commercial enterprise, which, with a semi-selfish altruism, has discovered and applied the basic fact that the prosperity of the individual hinges upon the content and happiness of the majority of right thinking men and women throughout the world. We may think we enjoy possessions wrested from others or held as unearned increment, but the joy of possession is intermingled with the delight of acquisition, of effort, of discovery, of creation—the old, old instinct of development and expression. Of what advantage is it if we have a million tonight if tomorrow it may be swept away from us by a revolution in Mexico or a politically staged cataclysm in New York? It is good business to have a real service to do and to do it. When the world realizes this we shall be ready for the greatest advance in material, mental and moral stature the world has ever known.

We wish all men to be prosperous and happy. We want each man to have the privilege of a good day's work.

THE arrival of your magazine is always a source of great pleasure at our office, as it keeps us posted about what the trade in general is doing, and, besides, the general make-up and appearance of your journal are such that they are a great treat to the eye of the reader. While its contents were very interesting before this war, they are much more so now, as the "foreign trade section" gives all nations a chance to meet on neutral ground and to express their opinions as to how trade is affected by the military operations at present; the outlook after the war for the different nations, and many questions pertaining to present conditions and prospects for the future, for, without doubt there will be a great revolution in commercial relations. As you have allowed others to express their opinions, I trust that you will also permit me to reply and give my opinion, as from a long experience in the export and import business in the United States as well as in Germany, I dare say I know what I am talking about.

To start with, I must say that I cannot identify myself with the articles on page 61 and the following one in your January number, at least not in all respects, and, in fact, I do not see any benefit in discussing the attitude of certain manufacturers in the United States, as we know in Germany that they represent only a small percentage. I must also fully agree with you when quoting a statement from the Chicago Tribune, for from your standpoint you are right.

I can understand and it is very natural that a subject of a belligerent nation will not discuss business methods of the "enemy" favorably, but what I do not understand is the tenor of the letter by Charles H. Mower, who calls himself an American, but who seems to feel more British than Mr. Grey.

On page 53 he says, speaking of the Germans, "With their defeat—which I regard as certain—in the European war, the most formidable competitor of America will be gravely crippled, etc." It is certainly not a proof of good taste for a so-called "neutral" to make such a statement in a paper of international publication, but the facts today do not point much in the direction of Mr. Mower's prophecy, as is shown from the standing of our armies west and east. Or is it a proof of Germany's probable defeat, when its financial position is as strong as it was before the war, for we have not had a moratorium, and everybody pays his debts as in normal times. How is it in France? Let us quote Mr. Mower: "The declaration of a moratorium in France, made at the commencement of the war, still holds and no one is obliged to pay his debts. What little business there is to be done is being conducted almost entirely on a cash basis, and the payment of all debts is postponed until after the war." He furthermore says: "I would ask my friends in the United States what would be the result as to America's foreign trade if Germany won this war? With the British fleet out of the way, she would step into England's position on the sea, etc." Well, if we win, and every German is positive that this will happen, why must the British fleet be out of the way? Has anyone ever heard that it is the aim of this war to destroy the British fleet?

Mr. Mower pretends to know the secret of Germany's success in the export business, for he says: "They sent representatives to different countries and especially to the United States; they inspected closely our factories and methods; they secured the services of many bright American men, etc." From this it would appear that thirty-six years ago the Americans did a large export business, which the Germans then took away from them by their treacherous methods. But it sounds contradictory, when on the next page the same writer says: "There is certainly a chance for America to enter the foreign market; however, she will have to adopt part of the German program, which is worthy copying."

Let me ask Mr. Mower what makes him feel so hostile towards Germany that he makes such entirely erroneous statements, for it must be against his better knowledge when he says that "certainly the Germans were, before the war, in a fair way of capturing not only European markets, but the markets of the world in nearly all branches of trade." What about the British? Has not her foreign trade also been in competition with American? I believe that the above will suffice to show that Mr. Mower's statements were very onesided, and I could prove this by plain facts in reply to almost every sen-

tence concerning the German export trade, also when he says that "thirty years ago the Germans were hardly known as commercial competitors in the world's markets."

It is true that the growing wealth of Germany and her steadily increasing commerce have aroused the jealousy of our enemies, especially the British, and are the main cause of the present war, and certainly the British could not wish for a better advocate of their case than Mr. Mower. But then it should be different with the Americans, and when others point to the large export trade we have they should also not overlook the fact that we are large **buyers** as well.

Now let us take it for granted that according to Mr. Mower's predictions Germany would disappear from the foreign markets—something which is entirely out of the question—would this be so very desirable?

Does not Germany import in normal times many millions of dollars worth of goods every month from America? Here is an old established trade on a solid basis which shall be destroyed in exchange for new markets yet to be explored! Or is it Mr. Mower's intention only to wipe out Germany's export trade and allow the import to remain as it is? The American office supply trade especially has a very good market in Germany and it is certainly very shortsighted for a man to complain about the competition he has from the German machines, when at the same time the American factory which he represents does a good business in Germany, I dare say in normal times even more than in France.

Present Trade Conditions in Germany.

As to present conditions of trade in our line of goods, business is, of course, not as good as in times of peace, for with millions of large consumers in the field and the export trade almost at a standstill there is certainly not the same demand as formerly. Anyway, it is considerably more than could be expected, and American typewriters as well as supplies, would have a proportionately good sale, if they could come into Germany. As is well known, the British, in order to hurt German trade, will not let anything come into Germany, but, as for years typewriters as well as accessories have been made in Germany, nothing pleases the German manufacturers more than to see the foreign makes shut out. The only ones who are hurt are the American manufacturers and their agents here.

Concerning the extension of American exports in general in all classes of goods, the suggestions made by the different writers touch mainly the question of giving credits to the foreigner, but let us also look at the matter from the manufacturers' standpoint, a good many of whom have a sad story to tell, which let me illustrate by the following example: Quite frequently the first small sample orders are paid for in cash, then a credit is granted and when the sales of the agent are not as anticipated, he is not in a position to pay. Or, if conditions are cash against delivery of goods, by the time they arrive the agent has not been able to collect his outstanding accounts, and cannot take possession of the goods, which go in storage with all kinds of expenses to the charge of the exporter. Quite often the merchandise is specially prepared for a peculiar market, the labels printed in a foreign language, etc. Is the manufacturer to be blamed if he wants cash with order, or at least a certain percentage to balance against delivery of goods?

In my experience I have found that in general the export business is handled the same as the domestic trade, i. e., the large, old established firms do not need credit, and when they want it, they ask it from their bankers, and not from the manufacturers abroad. For instance, suppose a man in Chicago wants to import a certain article from Paris—would it not be easier for him to go to his banker, convince him of the salability of this article and have the bank advance him money, instead of asking credit from the manufacturer at Paris? By the way, complaints are often heard that it is unreasonable to ask money in advance, as the goods may reach the importer two or three months later, and thus a large amount lies idle, but what of the exporting manufacturer who has not only this one account but perhaps ten or more in different foreign countries? How will he manage to meet his weekly pay roll, pay for his material, office expenses, etc., when his large outstanding accounts are open for three months or longer? Of course, if the foreign buyer gives first-class references as to his standing, nobody will hesitate to give him credit, and it is customary to sell to such firms against sixty or ninety days sight draft with documents attached. The exporter sells this draft to the banker, and the latter sends it to his correspondent abroad for acceptance and later collection; thus the seller receives his money and the buyer has the desired credit. Of course, the latter does not buy quite so cheaply as he would for spot cash, for the banker does not advance the money simply for charity's sake, but makes his profit in the different rate for spot cash, sixty or ninety days. For example, suppose a bill of $1,000 has to be collected in Paris, which would cost against sight draft say 5,250 francs. It would at a later term cost perhaps 5,300 francs and this difference, of course, the importer has to pay, as the draft is made for 5,300 francs, for which the manufacturer receives $1,000 in full. This is only a short example, and it would lead too far to explain this thoroughly, but before closing let me add one of the reasons why the United States will never do the same export business as other manufacturing countries, for instance Great Britain and Germany.

The United States are in the happy position of producing most all raw material in abundance, also all agricultural products in excess of their own needs, so that they have a large surplus for export. Naturally they will not import such goods from, for instance, Argentina, where they have large crops of wheat, corn, etc., also meat. It is therefore only a matter of course that this country buys from Europe the largest part of manufactured products, such as drygoods, chemicals, hardware, musical instruments, toys, etc., as it can pay for same with foodstuffs, which the European countries need for their numerous population. Another advantage the European exporters have is that their steamers take a full load out and come back loaded to the top, so that their steamers can afford to carry freight at lower rates than if they had to go in one direction in ballast. There is certainly a great number of articles which will always be in demand from America, for instance, agricultural implements, machinery of special type, etc., but when manufactured products come in comparison with the same class of articles being manufactured under equally favorable conditions in Europe the United States will, in a good many instances, not be able to compete for the reasons given above.

But then, the subject of the possibilities of export and the proper ways of extending same to the satisfaction of the exporter at home and the buyer abroad is such a vast one that columns could be filled, and I must therefore close and apologize for having taken so much space in your valuable paper, which is certainly more than I anticipated at the beginning of my communication.

AMERICAN TRADE AFTER THE WAR

Charles H. Mower, Director of the Oliver Typewriter Company, Ltd., Paris, France, Discusses Commercial Problems to Follow the Great War.

NOTE.—Mr. Mower is an American who has spent some thirty years abroad in active business. He is a keen, alert and well informed gentleman, who has succeeded in his undertakings and is regarded as an authority in his field. He is responsibly connected with the Oliver Typewriter Company in France and England and with the Sturtevant Engineering Company, Ltd., of London, and since the outbreak of the war has devoted much of his time and thought to the support of agencies for the relief of suffering among the wounded. He is prominent in the work of raising funds for the American Ambulance Corps, which is performing such distinguished humanitarian service, and by the aid of resources at his disposal as head of the Oliver Typewriter Company in France, is publishing the Sturtevant War Letters—letters from Sturtevant men and Oliver men at the front, dealing at first hand with the actual conditions and events as related by eyewitnesses. These letters are gotten up on Oliver-made stencils, conveniently bound, and are sold on subscription, the proceeds being devoted to the hospital service. They are issued periodically. Mr. Mower's address is 3 Rue de Grammont, Paris, France. He will be happy to receive subscriptions for the war letters, or donations direct for the American Ambulance Corps, in which he is vitally interested.

Mr. Mower's article in our January number dealt in part with Germany's internal organization for developing foreign trade.

"THERE is no doubt in my mind," says Mr. Mower, "that America has got to work after this war in order to hold the foreign trade she has got or to increase same in the allied countries of Europe. This war will undoubtedly be followed by a commercial alliance between France, England, Russia, Italy, Belgium and Serbia; this combination will very largely control the markets of Europe and they will probably arrange matters between themselves so as to limit the importation to considerable extent of American goods. It is perfectly natural that, having been allies in war they will make a peace-alliance for the purpose of furthering their own trade interests. The above combination will, of course, include the colonies of Great Britain, such as Australia, Canada and India, so that it is not unlikely that America will only have an absolute free competition in the countries of the Western Hemisphere. Already, active steps are being taken in the different allied countries to further this commercial alliance and it behooves all our traders to take this fact into consideration and to strengthen their position as much as possible before the end of the war, in order to hold their foreign trade or to increase same.

"I have only lightly touched, in my own article, the matter of 'Germany's Internal Organization for Developing Her Foreign Trade,' which has so astonished the world. In this connection I would call your attention (if it has escaped your notice) to a very interesting article published in the 'Annalist' of October 4th, by a 'Former American Consul,' entitled: 'Efficiency in Foreign Trade.' The 'Annalist,' as no doubt you know, is the financial edition of the New York 'Times,' published once a week. Certainly, no such opportunity has ever been offered to America for seriously developing her foreign trade, as is now presented by the circumstances of this great European war. I think it is almost criminal if she does not take full advantage of it and really make an effort to secure the place which, in the world's trade, she should undoubtedly take.

"The question of how to assist our countrymen in doing this is what I have been considering. As of course you know, American manufacturers, as a whole, are extremely ignorant of trade conditions outside America. How, then, can we enlighten them so that they may be able to sell their goods abroad in competition with other nations?

"As I have outlined in my letter, I do not think we can do better than to adopt some of the methods that have been so successful in Germany. The 'Former American Consul' in his article in the 'Annalist' gives many more details than I give in my article, in regard to the organization of German firms in the form of co-operative societies for pushing their foreign trade. If an association of trade journals were to be formed and the facilities used which Mr. W. B. Fitts has developed, I think the result would be that the American manufacturers would gradually be educated to a thorough knowledge of the European business situation, which would enable them to intelligently develop their business abroad. Mr. Fitts is director of the International Trade Information Bureau, 52, rue Taibout, Paris. He is an American journalist, having been foreign correspondent at one time of the North American Review and special correspondent for the New York 'Herald.' He has lived many years in France, has traveled extensively, understands conditions and customs and heads an organization admirably equipped to obtain information of commercial value.

"Our American manufacturers are at present, it seems to me, in difficulties in regard to getting precise information. They can, of course, apply to the American consuls, but these consuls, as a rule, have a great deal of work to do and lack in many cases the organization for treating inquiries from American manufacturers intelligently. On the other hand, it is difficult for our American manufacturers to find men in America who have any knowledge of the European trade situation; if they employ them and send them abroad, they usually have to invest a very large amount of money in the education of such representatives before they become of any great service. A correct knowledge of the European trade situation is only gained by many years' experience in the different European countries and a knowledge of the language and the customs of the people. Although the American trade representative has, as a whole, a thorough knowledge of the goods that he wishes to sell, he has little or no knowledge of the trade conditions in Europe. I am of the opinion that such an organization as Mr. Fitts has formed would be of very great service to firms who desire to get a knowledge of the situation before they take any active steps, and certainly afterwards, if they decide to send their special salesmen abroad in order to secure business.

"Up to the present time I think that our manufacturers have very little idea as to how systematically and thoroughly the Germans set about developing their trade abroad and the remarkable result they obtained. We should certainly take advantage of Germany's experience. The war has, of course, been stimulating American foreign trade, but this will cease after the hostilities to a great extent. It seems to me, therefore, most important that American manufacturers should endeavor to make

up this loss by taking active steps now to maintain their position, because, as I have stated above, there will be an exceedingly strong combination among the Allies to secure as much foreign trade as possible. Success for Americans can only come by a thorough organization on the part of the American manufacturers and by government assistance to some extent. Our government will, of course, be exceedingly slow; I have much more faith in the enterprise of the American trade journals to post up our manufacturers on the situation.

Some Personal Information.

"I think I stated in a previous letter that, besides being a director of the Oliver Typewriter Company, Ltd., of London—a company which has been formed under English laws to market the product of the Oliver Typewriter Company of Chicago—I am a director of the Sturtevant Engineering Company, Ltd., a company formed on similar lines, for marketing the products of the B. F. Sturtevant Company of Boston, U. S. A., and of the Sturtevant Mile Company of the same city. Besides these two companies, I am also a director of the Bifurcated & Tubular Rivet Company, Ltd., of London, with works at Aylesbury, who represent the Thomson Company of Waltham, Mass., who manufacture bifurcated and tubular rivets. The Igranic Electrical Company, of which my brother, Mr. George A. Mower, is the managing director, is closely associated with the Cutler Hammer Company of Milwaukee, who manufacture rheostats and electrical apparatus. This company has a works at Bedford, England. Through these different companies I have, of course, a great many connections. In fact, both the Oliver Company and the Sturtevant Company have large organizations with branch offices, not only in Paris, but also in other large cities of France, and agency arrangements extending all over Europe.

"I have had, of course, a long personal experience in different countries of Europe, in foreign trade, and I should certainly be very glad to co-operate in any scheme which would seem advisable in the interest of our American manufacturers, especially in the European field. I am, at the present time, located here in Paris, as I have been obliged to take over the management of the Oliver Typewriter Company here through the resignation of our previous manager. I may say that we also have another company called the Cosmos Company which does a business in office supplies, such as furniture, second-hand typewriters, etc. We have quite a well-equipped works for manufacturing desks, files, and other office furniture, just outside Paris. Although I am naturally a busy man, still I am very much interested in assisting my countrymen in so far as possible in the development of their foreign trade, and although I have not personally the time to give to such matters, which are outlined above, I think plans might be carried out practically by the organization of which Mr. Fitts is the director and which, through his experience, he is particularly well fitted to put through."

In a subsequent letter Mr. Mower informs us that Mr. Fitts has been appointed director of the Wells, Fargo Express Company, Paris, with offices at 4, rue Scribe. This will place him in a position to assist Americans still further in their efforts to obtain foreign trade. Mr. Mower continues:

"The Customs-Union between the Allies is already foreshadowed and there is to be a meeting in Paris shortly representing the commercial interests of the Allies to formulate a program. Although this program, undoubtedly, will be directed against Germany, particularly, there is, however, no question but that the Allies are going to form a combination which will safeguard the interests of their traders all over the world. They will undoubtedly look after their own interests and the only chance America has, in my mind, not to be shut out altogether is the fact, that she is such a large buyer of goods from the Allies, which fact will give her a much stronger position in making reciprocal tariff arrangements with them. Germany will undoubtedly be practically shut out from the allied markets, including also the colonies of Great Britain. No doubt, this will have the effect of increasing her desire to find a market in the United States for her goods and this fact, I think, should not be lost sight of by our statesmen. I am very glad to hear that we are beginning to get independent of Germany on the question of dyestuffs and aniline colors. There are no doubt a good many other things that have previously been bought in Germany because the trade was established which America can well furnish herself.

"I think you will be wise in sending a warning note to our traders to the effect that, after the war, they are not going to have things all their own way, by any means. Our manufacturers and merchants will have to keep up to the highest point their efficiency both in manufacture and in methods of selling in the foreign market to enable them to take the position in the world's markets that America should really take. Up to the present time, as I have said in my previous letters, America has played no very important part in the world's trade owing, no doubt, to her following a more profitable trade within the country. Although the home market is and always will be the most important one to the American traders, I think the foreign market should be cultivated for the purpose of making it a sort of 'flywheel.' Within my experience trade has been very brisk abroad when it has been very slack at home. If the foreign trade develops it will tend to equalize the ups and downs of trade in America, which have been in times gone by such a difficult thing for our people to contend against.

"I feel strongly that trade journals like yours will fill a most important mission by publishing information in regard to foreign trade, which will excite the interest and energy of our merchants and manufacturers. It is, from the point of view I look at the thing, a most serious matter that the prestige of our country has been so seriously affected abroad. I suppose it is difficult for our people to understand what 'prestige' means abroad. There is still a chance of regaining some of this prestige if the situation is handled firmly, but it would have been a good deal better to have maintained our prestige instead of losing it and having to regain it, in any case."

Enclosed in Mr. Mower's letter is a clipping published in the Paris edition of the New York Herald quoting a speech by Bonar Law before the Associated Chambers of Commerce in London. Mr. Law said: "Difficult as is the task of the government during the war, the problem of the reconstruction of our social life after the war will be as difficult." And, developing this point, the eminent parliamentarian alluded significantly to the view prevalent in all the Allied countries, and gaining ground daily, that "after the war there will be special trade relations between those who are now Allies; that just as they are now fighting together, later they will be working and trading together." Significant of the position of the Allies is a passage from a speech delivered recently by Mr. McKenna, the Chancellor of the Exchequer. "We have seen," said he, "a nation which in profound peace planned, prepared for and eventually provoked war. We have found ourselves dependent on that nation for many essential matters of our own trade. I do not think that as a nation, whether by the individual efforts of our traders or with the necessary assistance of the government, we should ever allow ourselves to be placed in that position again."

AMERICA FROM VIEWPOINT OF A JAPANESE

Brief Resumé of Impressions Gathered on a Trip to the United States by Fugio Mamiya of Tejiro Kurosawa Ginza, Tokyo, Japan.

NOTE.—Something about Mr. Mamiya, who is now in the United States studying business methods and conditions, particularly with reference to the L. C. Smith & Bros. typewriter, whose product his house handles in Tokyo, was published in Office Appliances for February. Mr. Mamiya is a young man who has spent his life since he was a boy in the office equipment business under the direction of Mr. Kurosawa, who himself spent eight years in the United States, where he obtained an intimate knowledge of American business methods, business devices and systems. We believe that readers of the magazine will find his views on America and Americans of no little interest.

THE editor of this magazine has requested me to express my impressions of the American manufacturers from the Japanese viewpoint. To show my appreciation of the courteous manner in which he has treated me I have endeavored to write something which I hope may be of advantage to American manufacturers; and if I can make some suggestions which will be to their benefit I shall be much gratified.

Among the prominent consumers and prospective buyers in Japan there are nine departments of the cabinet, five colonial governments, about 15,400 banks and other corporations, several universities and many other institutions and societies. The financial condition of Japan according to most recent statistics is encouraging. The figures show that imports and exports amount to about $680,000,000 annually. There are in Japan corporations capitalized for a total of about $10,041,500,000. This will give the reader some idea of the consuming power of Japan.

The demand for stationery and office equipment in any country is dominated by its customs and by its language. There is considerable difficulty in selling stationery and office appliances in Japan, and this is partly due to the fact that the Japanese language contains some 35,000 characters, and these characters are written in columns up and down and from right to left. If the reader will refer to the February issue of this magazine he will find a facsimile of two pages of the Stationery World where he will see how this style of writing is worked out.

As a rule American manufacturers demand that their dealers determine the annual supply of goods beforehand from year to year. This no doubt is of advantage to the manufacturer for it enables him to calculate his output in advance. However, such a plan is very inconvenient to the dealer who cannot know in advance the conditions with which he will be confronted. Many American manufacturers who sell large quantities of goods to their home trade hold their representatives to certain number of sales annually, and, knowing the conditions of their country, can determine the amount with fair accuracy. They try this system with their Japanese dealers, not considering the great distance between Japan and the United States, the high transportation rates, and the finanacial situation and some other conditions. I will cite an instance:

A certain well known American typewriter concern doing business in Japan concluded at the home office that their Japanese dealer should sell a certain number of machines annually. Figuring this amount on the American basis they arrived at a conclusion far in excess of the demand, therefore, the agency being unable to handle such an order was changed. This occurred two or three times at short intervals with the result that customers lost confidence in the machine, since the agent seeing that if he did not make good he would lose the agency, started to undersell and misrepresent.

Our store is recognized as the leading house selling American made office appliances, and we represent some of the best American manufacturers in this line, but we never guarantee to take any definite amount of products, and our relations with the manufacturers whose goods we sell year after year have been mutually satisfactory. We try to increase our sales step by step, following our own

Fugio Mamiya, of Tejiro Kurosawa Ginza, Tokyo, Japan.

methods, with perfect confidence in the outcome. We therefore can hold the confidence of our customers by handling such goods as please them and by enabling them to secure the same goods in the same store at all times. Our customers know that they can always secure supplies and repairs when needed and they therefore naturally continue their patronage.

One of the largest importers of stationery in Japan on receiving orders from a prominent American concern to sell a certain amount of their product in a certain time, replied: "If your product were rice I could sell as you require, but as your goods cannot be eaten I must discontinue as your representative." That firm has no outlet for their product in Japan today.

I would like to write an article on the comparative business methods of the American and German manufacturers in Japan, but as my time is limited at present I must defer it until some future date.

STATIONERS OPTIMISTIC ON FUTURE BUSINESS

Several Leading Office Equipment Dealers Express Views on Business Outlook and Make Suggestions as to Association and Other Matters.

OFFICE APPLIANCES has received from several leading stationery houses in various parts of the country letters which reflect some interesting light on the business situation as it is regarded by men in close touch with the facts. We present here a digest of some of the letters which have recently been received from James Buckley & Co., Ltd., of New Orleans; Payot, Stratford & Kerr, San Francisco; Dewberry & Montgomery Stationery Company, Birmingham; The McNeil Company, Phoenix, Ariz., and the Fielder & Allen Company, Atlanta, Ga.

Ivan E. Allen, Fielder & Allen Co.

T. E. Irvine, the McNeil Co.

Herbert B. Homes, Buckley & Co., Ltd.

It will be observed that these letters are from the west, south, and southwest. The fact that they reflect satisfactory conditions is fair evidence of the situation throughout the country. As a rule we have observed that when the south and west are prosperous the entire country is in like condition.

We present first the views of Ivan E. Allen of the Fielder & Allen Company, Atlanta, Ga. These suggestions were written for the symposium of opinions from directors and officers of the National Association presented in the March issue. Mr. Allen, however, who is a director of the National Association, had been away from Atlanta on a trip devoted in part to association matters, and did not reach home in time so that he could answer our request before the March number of Office Appliances went to press. We therefore present his suggestions here along with those of a number of other prominent stationers who are not officers of the association. Mr. Allen says:

"The year books of the National Association of Stationers and Manufacturers in themselves are library of information, and **it is a pity that every stationer in the United States does not only read them but study them and keep them for constant reference.** It seems to me that if the association would issue a confidential monthly bulletin to members covering current and prevalent matters of interest to the organization, filling it with material that would not ordinarily be found in trade papers, it would generate much interest. I would suggest that such a bulletin be put up in a binder and published after the manner of that which is issued by the Merchants' Association of New York.

"The organization of the Information Bureau and the work of the Catalogue Commission, not to mention the report of the standardization committee, have already put lots of enthusiasm and interest into the organization.

"There is one idea I would like to suggest, namely, that we should standardize on the size of cuts to be furnished by the manufacturer either direct to the dealer or through the association. These cuts might be made in three sizes and two kinds; one a fine halftone cut, the other a coarse or line cut—size No. 1 might be 1x1 inch; No. 2, 2 inches, single column; No. 3 to be 4 inches, double column. If every manufacturer would get his cuts up in three sizes and two qualities, the stationers could get out a very attractive uniform catalogue. I have seen some stationers' catalogues where a paper clip was larger than a cuspidor, and where a pencil took up more space than an iron safe. The dealer had to use the cuts that were sent to him because he did not have time to make changes or money enough to have them reduced or enlarged.

"I do not approve of the plan for any association to have a permanent meeting place, or an alternating meeting place like Chicago or New York. Meeting at different points over the country generates an interest in an association that nothing else will, and if an association attempts to have a permanent meeting place it will be a great mistake. Even big national concerns like the adding machine companies, typewriter companies, cash register

companies, etc., are discontinuing their meetings at headquarters and some of them are even having district meetings. I believe that if we should attempt to have a permanent meeting place our association would lose much of the interest of the small stationers and also lose many members.

"H. J. Stratford of the house of Payot, Stratford & Kerr, San Francisco, tells us that general business conditions seem to be improving and that this situation will naturally affect the stationer very soon. In the west, he says, there is an optimistic feeling which is good for all lines of business. Stationers can improve their conditions in many ways in addition to the maintenance of prices, such as **by means of credit associations, uniform trade practices, pooling their buying and shipments,** and, last but not least, they will realize good from **mutual discussion of their many problems.**

"We do not feel that it would be a good idea to do away entirely with imprint goods, as we believe in many cases we can get the proper prices for imprint goods, if their quality is thoroughly satisfactory, where one could not get full prices for standardized lines on account of the keen competition which exists in many localities. We believe that if the Stevens Bill should become a law there would not be so much of an argument in favor of imprint lines as heretofore.

"There is no doubt that many items in the stationery line could be eliminated, for in very many cases there are items which are practically duplicated. We would rather not carry so much stock, but in the west it is necessary for us to carry a much larger stock than our eastern brothers, who can at very short notice get goods from the manufacturer.

"The matter of publicity is a much debated question, and what would apply to one locality would not be feasible for another. We do not feel that we are in a position to advocate any particular scheme as being best. It is our aim to keep our territory covered by our outside men and as fully as possible to get in touch with houses starting in business, and to give ourselves as much publicity in the way of advertising as we feel we can afford."

Herbert B. Homes of James Buckley & Co., Ltd., New Orleans, says:

"We are very optimistic with regard to the brilliant prospects for business in this section. Conditions show improvement all along the line and a feeling of confidence seems to prevail tending to promote buying. The buyers realize that it is not so much a question of price as it is of obtaining the goods, hence we have little difficulty in effecting sales on a satisfactory basis. The cotton and sugar interests are much encouraged by the prospect of an early and favorable settlement of some of the difficulties which the war has developed. The adjustment of the sugar tariff and the movement of cotton will greatly benefit the south. From the showing of the banks it appears that business concerns in this section will have ample funds with which to make satisfactory investments.

"We believe that before stationers can work together to promote their mutual interests they must be thoroughly convinced that an absolute and impartial method is desired and that there will be no deviation from the course chosen which would have a tendency to injure anyone. It is certain that the stationer who works for his own interests can obtain great advantage for himself and his customer by showing the latter consideration. When dealers realize that they can work just as much to the interest of the customer as to that of themselves, they have ensured the customer's confidence and have promoted sales for the future.

"It is unfortunate that many stationers aspire to be jobbers as well as retailers. From our experience a firm cannot make a success by doing both a wholesale and retail business. If they do a wholesale business they are inclined to shade to the consumer just a small percentage above the wholesale selling price, to the injury of those who sell at retail. In a retail business the overhead expenses are necessarily greater in proportion to the gross amount of sales and where dealers are attempting both a jobbing and retail business, the retail profits will ultimately reach the consumer.

"We believe it to be well known that too much of the inside affairs of the stationery business are discussed with customers. In these days buyers are so confused that dealers find it hard to get legitimate profits. The move for the maintenance of prices is the least of the difficulties which dealers have to encounter. No stationery or printing concern will agree to adhere to any contract which would be a violation of the law, of course, and the only satisfaction they would have would be in knowing what the goods cost and what percentage of the cost should be charged. Those stationers buying quantities, of course, are in position to get a better price than the ones buying in minimum amounts, and suggestions from the trade, we believe, are the only remedy which can correct over and under charging. Since the advent of scientific cost finding methods, stationers realize that it is to their advantage to arrange their bookkeeping so that each department will stand on its own footing. We look back some years with not a little amazement to our own experience, when we were at a loss to understand what we were doing until the end of the fiscal year, and then our profits would be what would be termed 'mixed.' Some of our departments were working at a loss and we were not in a position to detect where the fault lay. Today, however, **we divide each department and every month we know the loss or gain for each. This is something every stationer should know and indeed it does not require very much extra work.**

"Stationers can work together in many ways if they will only realize that it is impossible for one man to do all the business in a community and freely acknowledge that the other fellow is entitled to his share and is very likely to get it. If at any time one can help his competitor, in our opinion it is the proper thing to do. Seldom would one lose through this policy.

"From the manufacturers' standpoint the imprint, of course, is not the correct thing, but for the stationer his imprint on goods, including pencils, pens, ink, etc., is a very great advantage. When one has an imprint he pushes this line and is assured of future business, getting all the advantage of his direct advertising and being certain of just profits for all expenses incurred. Where standard lines are pushed it is a matter of open competition. No matter how hard one may try to hold up a price, some one is going to get the inside, to the disadvantage of the stationer. On some lines, of course, which are made exclusively by one manufacturer, who spends many dollars to place the article before the consumer, thereby creating a demand and the public acceptance of the announced price at which the goods are sold, all dealers in such a case are on an equal footing. We do not wish to say by any means that the stationer should deal in imprint goods exclusively, but where a dealer does not use his own imprint the tendency is to arrange for some exclusive agency.

"We believe that standardization will eventually be the most economical thing for both manufacturers and stationers. The former have been making too many sizes and too many grades of practically the same article without materially increasing their business. This was started in

the infancy of different lines and was brought on through close competition, where every manufacturer attempted to work without co-operation from his fellows. We are heartily glad to learn that the desk and cabinet manufacturers have agreed to standardize their goods in finish and sizes. This is of great advantage to the stationer, for when he attempts to equip an office he will not be worried as to the finish which must be supplied to the purchaser. Loose leaf manufacturers are too gradually being lined up to standards, but on account of competition from specialty houses who have odd sizes of binders and leaves the manufacturers have had to make any size in order to compete. In the course of time we think even the specialty houses will realize that they can make more profit and hold their own business by adhering to standards.

"It has certainly been a question as to whether or not a great many of the five thousand items handled in the average stationery store could not be dispensed with. Some move very slowly and others very fast. If there were any way in which one could determine for what the customer would ask in a given time a great many of these articles would certainly be omitted. Since, however, one must prepare for all seasons, it is necessary to carry most of these items in order to keep the customer from going elsewhere. We never stock an article unless we have given it a good trial. If we think it has good selling prospects we stock a few and have our salesmen try the article out. If the article convinces us of its selling merit we increase our stock in proportion to the results which seem to be obtained. Almost any article that can be turned over within six months is profitable, but we have serious doubts about items which require a longer time for turning over.

"Department stores have bitten so deeply into the fancy stationery line that we do not think dealers should carry a very large stock of these goods. Small stocks can be carried to advantage, however.

"With regard to publicity, in our section we find that probably personality is its greatest aid. Some believe in direct advertising, some in newspapers, street cars, billboards, etc., all of which are probably good advertising. We try to have our representatives make enough impression upon our trade so that they will be remembered without a card. Business cards are used, of course, but not to such a great extent as one would think. Interest in civic affairs, club life, or in any activities where the personal side of the store can be properly brought forth, constitutes the safest and most economical way of keeping in touch with customers. New business is handled through letters and personal interviews, hence when one's representative gives his name he is immediately identified with the store without much effort, and, we believe, gets in closer touch with the prospect and gains a more satisfactory interview."

William G. Montgomery, president of the Dewberry & Montgomery Stationery Company, Birmingham, Ala., states that conditions in his district are greatly improved. Birmingham is in the iron and steel district of Alabama, and the iron and steel industry has been booming for some months. Large numbers of men have been put to work in this section, resulting in increasing payrolls and brighter trade prospects.

Mr. Montgomery believes that **the standardization of lines so far as it can be accomplished is the best system for both manufacturers and dealers.** The company finds that it gives greater stability to prices and better satisfaction both to the dealer and to the purchaser, the latter feeling that he is getting his goods at a fair price and a price similar to that which he would have to pay elsewhere.

It would be well if there were some way in which the immense number of articles used in the stationery line could be reduced. It is impossible for any dealer to carry all of them and he is therefore compelled to select only a part, hence cannot always have the exact article desired by his customer.

Mr. Montgomery is an earnest believer in newspaper advertising as a means of publicity. He states that he has never found anything superior to it, although they have used the imprinted circulars from the manufacturer and stuffers of all kinds, all of which have been found of great advantage. The Dewberry & Montgomery Stationery Company believes in advertising of all kinds and finds it of great advantage in securing new business. Nothing, however, excels the practice of having one's men go after new business in person.

T. E. Irvine of The McNeil Company, Phoenix, Ariz., writes interestingly of the conditions in that section. Mr. Irvine's letter, of course, was written before the present acute outbreak of the Mexican trouble, but we presume that this event has not changed the situation nor will any subsequent events on the Mexican border be likely to do so.

Mr. Irvine states that business conditions in Arizona are good, the prospects for the future being bright. The money depression was felt acutely in 1914, for at that time the eastern bankers were calling in their loans. Arizona, however, weathered the storm, and that is about all they can ask, in view of the fact that copper is at top notch prices, the cattle and sheep men gathering in wealth, and the Roosevelt reservoir running over, assuring abundant crops for the farmers. "We have," says Mr. Irvine, "every reason to smile."

Probably no one thing has been more helpful to the trade than the work of the Catalogue Commission in suggesting minimum prices for standard goods. The establishment of the information bureau is a good move. Stationers should stand together and handle lines of goods of the manufacturers who will protect legitimate dealers. In Arizona, Mr. Irvine tells us, the **dealers are constantly coming in contact with agents who cover the country without having a dollar invested, and who sell certain goods at prices with which it is hard for regular dealers with overhead expenses to compete.** This he does not consider fair to the merchant who invests his money and gives display room for manufacturers' articles. Such practices, he believes, can be regulated with the co-operation of the association. If the manufacturer must sell these agents he should do so on a different discount than that given to the regular merchants.

Mr. Irvine cordially approves of imprint goods. He states that his company is adding to their line of imprint articles every year, with great success. For such lines they handle the highest grade articles they can obtain for the money they wish to invest. The McNeil Company has a reputation throughout Arizona of making good any article which is not satisfactory, hence customers interpose very few objections to trying out anything which the McNeil Company recommends. Considering the fact that they always sell goods which are of high grade, the customers usually come back for more of the same kind. "Our aim," says Mr. Irvine, "has always been to sell goods that don't come back to customers who do come back." With a high-grade imprint article the dealer is advertising his own business and not that of the other fellow.

"I am pleased," said Mr. Irvine, "with the steps that have been taken by the loose leaf men with regard to standardization. There has been no necessity for such

an assortment of sizes as we have been compelled to handle. An inch or two in the size of a ledger sheet makes little difference to a customer but means a big investment to the merchant who must carry a stock of loose leaf sheets. Having just finished taking stock we would almost assert in looking over our sheets that there are as many as ten thousand different articles instead of five thousand, as someone has said. Undoubtedly there are many items which we and our customers could get along without, and there are too many variations in sizes, weights and qualities. However, customers have been educated to find all these different articles in the well regulated stationery store, and because we want to please our customers we carry the stock, notwithstanding the fact that many of the items do not pay for the interest on the money invested. Indeed, the items which turn over quickly in the general stationery store can be numbered in the hundreds. I believe that profitless stock can be regulated and that action can be taken to do so."

The McNeil Company believes in advertising for itself and in patronizing local advertising media simply for the sake of helping along local enterprises. While all of such advertising may not be a good investment from the point of view of actual results, it is nevertheless useful because the house must do its part in the community. The best direct results come from personal solicitation. The McNeil Company has eight outside salesmen, five of whom cover the state in automobiles, and are kept going all the time. Once they believed that when their salesmen made a town they should not go back again for about sixty days. Now, however, their men go so often that they can almost vote in every town, but they turn in more business than ever before. The men send in daily reports, from which lists of prospects are made up for future business. Then the house keeps after its salesmen until these prospects are either closed or lost. The house assists its salesmen with letters, circulars and follow-up material, and the men on the road always receive copies of letters or quotations written to any one in towns they are going to visit. The business is run systematically throughout and everyone is expected to do his part to keep the system working. The company tells its salesmen to call on a certain firm. This order is written out for him and the house keeps a copy. He must make a report on the order or have his memory jogged. Envelope circulars are also a profitable method of advertising. **No letter is permitted to go out of the house that does not carry the full limit which Uncle Sam will accept for a given amount of postage.** Mr. Irvine says he has found that during the time these circulars are being sent out, or shortly afterwards, the company is always sure to receive many orders.

CASH REGISTER COMPANY TEACHES VISUALLY

R. R. Shuman Tells How Instruction Was Given at Recent Convention of National Cash Register Company.

AT CERTAIN intervals each year the National Cash Register Company calls into its headquarters at Dayton its salesmen, sales agents, and sales managers, and these men are put through a very strenuous six days of schooling under the tutelage of a master in salesmanship, John H. Patterson, president of the company. Two such conventions were held during March this year, at each of which about four hundred men from the selling force were present. They assembled in a large auditorium provided for the purpose which adjoins the main office of the cash register company. The hall slopes backwards through raised tiers so that every seat in the house gives a clear view of the stage. The acoustic principles of the hall are excellent.

The company started on a radically new line of thought and effort this year, and these two conventions were staged to exemplify this new thought. Marked improvement has been made in the system of registers for 1916, which surround the merchant using the register with so many additional safe-guards that Mr. Patterson enunciated the idea that the new series of machines were more than machines—they were national public utility.

In order to visualize this thought a unique plan was adopted—that of a cleverly staged drama with a number of acts and scenes carried through by President Patterson and employés of the company with considerable histrionic ability.

The opening scene was a little household squabble between an impatient husband and a worried wife over the fact that they had been charged a second time for goods bought at the local grocery store and that the housewife had no receipt to show that she had paid the money previously. The next scene showed the grocery store at which such careless methods prevailed. The grocer, Mr. Wilson, who is one of Mr. Patterson's right-hand men, had an old cash register which did not give a receipt and was wholly inadequate to the problems that confronted him. A number of acts followed in which all sorts of mistakes were made by clerks and by the proprietor; failure to charge goods sent out; failure to remember orders sent in by telephone; failure to put money in the cash register; and a general carelessness all the way along the line. At this juncture, Mr. Steffey, a National cash register man, appears and in a sympathetic personal manner, gets the confidence of Mr. Wilson by showing him that he is not making the full use of his old register and by calling his attention to little kinks in the use of the register which he had been overlooking, but finally interesting him in the new system of registers which the company had gotten out for 1916. Mr. Steffey next made an appointment with Mr. Wilson to talk with Mr. Patterson, the local representative in charge of the sale of registers for that city.

In the next scene Mr. Patterson appears in the grocery store and with the utmost tact and kindliness wins Mr. Wilson's good will and makes him ambitious to own a new register, but Wilson tells Mr. Patterson that his wife would never consent to spending that money when she needed so many things for herself and children.

The next scene shows Mrs. Wilson in the store where Mr. Patterson shows her how the ownership of a new register and the adoption of the complete accounting system that goes with it will save so many leaks and losses that she will be able, after a very short time, to have her

Ford automobile, her piano player, a new hat, and a whole lot of other things which she particularly desired.

But still Mr. Patterson senses there is some other obstacle standing in the way and after a while the facts come out. The grocer and his wife are afraid that if they buy so expensive a piece of machinery the First National Bank, which holds their note for $1,000, several times renewed, would enforce the payment of the note. So Mr. Patterson and Mr. and Mrs. Wilson call on the cashier of the First National Bank, a part played by Mr. Bippus, the treasurer of the National Cash Register Company. Little by little, Mr. Patterson explains to Mr. Bippus the troubles with which Mr. Wilson has been struggling, troubles and mistakes and lack of system, which alone were responsible for the fact that he was not making the money that a man of his ability in his location, with his good reputation among the neighborhood people should enjoy, and Mr. Bippus sees the light and not only gives his consent to the purchase of the register, but tells Wilson that he will lend him enough more money to the buy

Agents Marching Down N. C. R. Vista, Led by Company Officials.

the register if necessary. Two more obstacles—the wholesale house and a fellow merchant who endorsed Mr. Wilson's note, are handled in an equally tactful and effective manner by Mr. Patterson.

Then follows an act devoted to the clerks' school, a representative of the cash register company drilling Wilson's clerks not only in the use of the register, but in salesmanship, in accounting, in politeness, in the use of the telephone, and in many other things that concern the success of a retail store.

A year then elapses and the next act shows the new Wilson store twice the size of the old store, with the clerks in neat uniform, with evidences of system and order, success and prosperity everywhere, and Wilson frankly gives the cash register system the credit.

The last scene was in the home of Mr. Wilson, the grocer, where Mrs. Wilson was entertaining a tea party, her guests being the wives of other merchants, and during the conversation, Mrs. Wilson gives Mr. Patterson and the cash register the credit for the splendid change in her affairs; the fact that the children were happy and well dressed; Mr. Wilson home evenings promptly in time for dinner and not going back to the store, instead of the old regime when he used to sit up till midnight over his books after the store was closed and come home worried and almost sick.

During the convention the entire crowd of salesmen was taken on a tour through the National cash register works and at every department the foreman or some other man in charge explained to the crowd what was going on in that department, what economies had been effected, and how they are improving the part of the machine that is made in that particular department.

The whole delegation was fed in a dining room on the top floor of the administration building, morning, noon and evening, and given no opportunity to return to town, as every minute of time was taken up from 8:30 in the morning till late at night each day. During one night's session several thousand employes of the company were assembled in the auditorium to witness the distribution of semi-annual prizes for best suggestions offered, the first prize being $100 and grading down from that to $5.00. Some fourteen hundred suggestions had been approved and Mr. Patterson, in a neat address, told his employes that he ascribed the success of the company's business more to their suggestions and their kindly, enthusiastic interest in what was going on about them than to any other one thing.

One wall back of the platform or stage of this big hall consists of two monstrous panes of plate glass, back of which there are a series of projecting moving picture machines, and here again, "teaching by the eye" was exemplified, for every topic that came up was illustrated by proper slides or movie films on this glass curtain.

Another means by which Mr. Patterson and his associates teach by the eye is the use in every department of large easels on which hang sheets of paper about the size of a double page of a newspaper and whatever topic is under consideration is always diagrammed, the diagram usually taking the form of a pyramid with vertical columns representing the subdivisions of the thought in mind, each column being headed by the basic topic of that thought.

The advertising for the National Cash Register Company this year is a working out of the basic thought of the NCR system as a national public utility. Mediums are used to reach the public in order to educate them to the right kind of co-operation with the merchants, mainly to the end that they should insist that the merchant give them a cash register receipt. The public is, also, given an insight into the humanitarian side of a system of this kind in that it removes from the clerks in any store a very serious source of temptation; while, on the other hand, it stimulates the sales people in every sales organization to a greater personal effort, because each salesman knows that a complete and accurate record of his day's work will be recorded on the register and will there meet the eyes of the proprietor when he checks up in the evening. This is accomplished by giving to each separate clerk in a store or a department a drawer of his own; each drawer having a bell with a distinctive sound so that no clerk would dare open any other clerk's drawer, knowing that the difference in sound would at once be detected. Every operation—cash sales, charge sales, money paid out, money received on account—is recorded on a recording page in this machine with the initials of the clerk and with other marks indicating the character of the transaction, and the register shows at evening the totals, not only for each clerk, but for each department or stock, total cash received, total cash paid out and total of charge sales made.

With the register is supplied a book so ruled that the proprietor needs only to set down in certain stated columns the figures that he finds on the total registers of the machine and this account must balance. The merchant can submit this daily, weekly and monthly record to his banker as a basis of credit, the banker thus getting accurate, unassailable information, which is much better than anything that he has ever been able to get before from retail merchants.

"TRADEMARK POWER"—A STRONG BOOK

An Old Topic Put in a New Light—Being About a Book Which Is a Vigorous Exposition of the Origin, Development and Advertising Value of Trademarks—By Glen Buck of Chicago.

WHEN we want to typify something which is forceful and expressive in a statement of modern political principles we are likely to say that someone talks like our distinguished fellow citizen of Oyster Bay. When we wish to speak of lucid, forceful expression in business literature we may compliment the one to whom we refer by saying that he writes as well as Glen Buck, whose latest contribution to the business man's library is a little book of 112 pages entitled after the manner of the caption at the head of this page.

This is not intended to be a review of Glen Buck's book, but a perusal of it has convinced us that every manufacturer and every dealer in this field should have a copy of it. "Trademark Power" presents the trademark from the viewpoint of origin, development, philosophy and application. The little book can be read in half an hour, but one is sure to devote another half hour to a second reading, for at the close there will be the consciousness of some capital suggestions on advertising and some hints regarding business practice, worked in incidentally in the story of the trademark.

The libraries are full of books on trademarks, but they touch principally upon the legal aspects of the subject and attempt to define what is and what is not a trademark. Nowhere, apparently, do we find much comment upon the commercial importance and significance of a well selected, appropriately designed commercial symbol.

Glen Buck has the rare power to make his fancies match up with facts as they are and must have been. For instance, who would not agree that the first potter was a naked savage who turned his work laboriously on a flat stone near the banks of the muddy Nile; that by chance he found a stone which, when set upon a base, turned as on a pivot, and observed that by its use he could turn out clay vessels with a finish and accuracy such as never before had been approximated; that realizing this the savage, who could not write, for it was ten thousand years before the dynasty of Cheops, put his mark upon the bottom of the vessel—a mark which was not only a symbol of individuality, but an emblem of pride in the achievement of a good piece of work. Perhaps this was not the origin of the trademark, but it might well have been so, for on some of the most ancient pieces of pottery do we find distinctive makers' marks.

First then, the trademark originated from the desire of the artisan to distinguish his product from that of others in his class, and furthermore, no doubt, the artisan conceived that the work he had done was worthy of his hand and would find favor in the sight of others, and in this way his opportunities increased. The trademark then is a mark of distinction and an emblem of pride.

Not all men, by any means, understand the tremendous advertising value of the trademark, nor is it realized to what remarkable degree a good trademark increases in value by constant use throughout a long period of time.

Mr. Buck's book discusses many different forms and distinguishes between familiar trademarks which are good and those which are not so good, and gives a most interesting and practical discussion of the reasons why some marks are good and some are indifferent. As a rule irregular forms such as squares, oblongs and circles are unsuited for use in connection with trademarks, yet, as Mr. Buck observes, there are a number of excellent trademarks which are used in connection with these geometrical figures, proving that in trademark design at any rate there is no rule which has not "fifty-seven varieties of exceptions." He tells us that the Inner-Seal trademark of the National Biscuit Company is an adaptation of the supposed supernatural sign which Constantine saw in the heavens and which, blazing ever after from his banners, helped to inspire his forces to overcome Maxentius and establish a new religion in the world.

The question, "What constitutes a good trademark?" says Mr. Buck, "will receive as many right answers as there are conscientious students of the subject." Certain things to be avoided are carefully set down, however, and certain recommendations presented which make possible the choice of the proper sort of trademark.

An especially interesting chapter sets forth the reasons why one of the largest retail organizations in the country decided to discontinue private brands and confine its distribution to the manufacturers' trademarked articles.

Mr. Buck believes that the day may not be so far distant when the consumer will demand a trademark of the manufacturer as an assurance of fair dealing.

But—read "Trademark Power." The man who reads it will retain a real appreciation of the possibilities of the little symbols used as marks of trade, and if he be the user of trademarks for his own product, he will have a renewed inclination to make the symbol, which identifies him through his work, stand for the very best he can do.

The way to get your share of this world's joy is to do your share of this world's work.

—GLEN BUCK.

NEWS AND MISCELLANY

PRESENTING THE IMPORTANT NEWS OF THE MONTH WITH AN INTERESTING REPORT OF THE NOTABLE ACTIVITIES IN EVERY SECTION OF THE FIELD

"Embargo" on Remington Lifted.

Some sensational stories regarding an embargo by the British government on Remington typewriters were in circulation last month. The uncertain information led to all sorts of predictions as to what might happen. A little

Daily Mail

OUR ZEPPELIN FUND

FREE TO REGISTERED READERS.

BY APPOINTMENT TO HIS MAJESTY KING GEORGE V

CONTRACTORS TO HIS MAJESTY'S GOVERNMENT

REMINGTON TYPEWRITER Co Ltd

Reproduction of Full-Page Newspaper Advertisement of Remington Typewriter Company, Ltd.

reflection on the matter convinced the majority that the embargo, if it existed, was based on a misapprehension. This proved to be the fact, as is shown by the following official announcement from the Remington Typewriter Company:

"Through a misunderstanding on the part of the British Government an embargo was placed on December 30th, 1915, on the importation of Remington Typewriters into the British colonies. The Remington Typewriter Company took the matter up promptly with the British Government, their explanation was accepted and the embargo was removed on February 20th, 1916—ten days before the item appeared in the papers announcing the original order."

It is interesting to note in passing that in the issue of the Daily Mail of London, Manchester and Paris, under date of March 2, 1916, The Remington Typewriter Company, Ltd., purchased the entire front page under the heading and in the center of this page placed its announcement to the effect that the company is by appointment typewriter purveyor to His Majesty King George V., and contractor to His Majesty's government.

Royal Typewriter Company Building New Factory.

The report is current that the Royal Typewriter Company has already had plans drawn and will in a few weeks commence the erection of a new factory adjoining the present buildings in Hartford. The rapid increase in the company's business during the past year makes the old plant inadequate. The company is now said to be several thousand machines behind its orders.

Loose Leaf House Shows Why Prices Advance.

The following circular has just been issued by a well-known Michigan loose leaf concern, which gives some of the actual figures of the advances in products which go into the manufacture of loose leaf devices. We present this circular here in order that the trade may understand why certain loose leaf goods must cost more.

"Many buyers of our goods are wondering if conditions justify the advances in prices that have been made and that will have to be made as long as the market remains in its present unsettled state.

"The answer to this question is the fact that we are compelled to advance prices because of the present high prices on raw and partially manufactured materials.

"Below we show some of the increases that we have been forced to pay during the past six months and the fact that there appears to be no relief in sight complicates the situation still further.

Canvas has advanced.....4c to 7c per yard.
Board has advanced.....$1.00 to $4.00 per ton.
Glue has advanced.....1c to 2c per lb.
Dye has advanced.....$3.00 to $20.00 per lb.
Ruling Color has advanced.....$8.00 to $30.00 per lb.
Fabrikoid has advanced.....1c to 2c per yard.
Cowhide has advanced.....4c to 8c per foot.
Goat has advanced.....8c to 10c per foot.
Pig has advanced.....8c to 10c per foot.
Corduroy has advanced.....2c to 3c per foot.
Steel has advanced.....6c to 8c per lb.
Brass has advanced.....20c to 30c per lb.
Paper has advanced.....3c to 10c per lb.
Inks have advanced.....$1.00 to $3.00 per lb.

"It is the same story clear through the list, furthermore war contracts have created an unprecedented demand for tool makers and machinists and wages have soared accordingly.

"The higher prices now prevailing do not mean an exorbitant profit to the manufacturer, in fact it is difficult to maintain a legitimate margin of profit above the constantly rising costs.

"As soon as conditions become normal again (i. e.) when imports can be again resumed, or a larger domestic supply developed, prices will right themselves."

Dalton Men Meet in Cincinnati.

On March 10 and 11 a district meeting of Dalton salesmen and branch managers was held at the factory of the Dalton Adding Machine Company, Norwood, Cincinnati, O. Those present included the men from the district of which that city is the center. At this meeting President James L. Dalton presided, and those who were present said that Mr. Dalton's address on the first day was by far the outstanding feature of the convention. In this address Mr. Dalton spoke with rare force, ability and eloquence, driving home the gospel of the Dalton machine in a manner which inspired everyone within sound of his voice with added determination and enthusiasm.

The sessions of the convention were held at the Gibson hotel, and on Friday evening, March 10, the company gave a dinner in honor of its salesmen and district branch managers in the Fountain Room of the hotel. Sixty-two persons sat down to the dinner.

The following day was devoted to a visit to the factory at Norwood, the company's guests being shown over the entire plant, receiving a demonstration of the making of a Dalton adding machine from the frame to the final touches. Many of the men remained over Sunday and were delightfully entertained by Mr. Dalton and other officials of the company.

Dalton District Meeting at Philadelphia.

Salesmen of the Dalton Adding Machine Company, including all the men of the eastern district, attended a convention at the Adelphia hotel, Philadelphia, last month The meeting was in charge of James L. Dalton, president of the company. Throughout the meeting the usual Dalton enthusiasm was in evidence. The sessions were concluded with a delightful dinner.

The convention was held during the week of the Philadelphia business show, to be exact, on the 13th to 15th of March inclusive, and during the convention the salesmen had an opportunity to attend the show, where the Dalton company had an attractive exhibit, with a corps of competent demonstrators. Some good sales were made on the floor and many excellent prospects were located which developed into sales. The touch method of operation which was demonstrated by the Misses Ehret and Collins of the Philadelphia office, attracted much attention. It was the unanimous opinion of the Dalton men that both the business show and the convention were a success.

Salesmen who attended this convention included the following:

E. D. Hathaway, William Furr and Ray Hoover, Baltimore; Ray Prosser and Robert McClain, Washington; Thomas J. Sheridan, F. W. Wallace and Ruby Byron, Pittsburgh; Hall E. Bradford, Clarkesburg, W. Va.; W. P. Tucker, Pittsburgh; Conrade Hoyle, Johnstown, Pa.; E. D. Critchfield, Harrisburg, Pa.; C. H. Kline, York, Pa.; W. K. Dau and Mrs. W. K. Dau, Richmond, Va.; J. A. Moore, Norfolk, Va.; C. N. Jackson, R. G. Burns, Thomas Fletcher, Tim Sullivan, and R. D. Huntley, New York.; W. R. Broad, Albany, N. Y.; S. S. Leonard, Elmira, N. Y.; L. V. Amann, Syracuse, N. Y.; L. Larkin and Mrs. L. Larkin, Utica, N. Y.; W. A. Kinsey, Buffalo, N. Y.; H. L. Fillebrown, Binghamton, N. Y.; C. J. Nellis, supervisor New England district; H. C. Grubbs, supervisor Pennsylvania district; A. S. Burdette, supervisor New York district.

Our Vistors' Register.

The following persons from other cities and from abroad favored Office Appliances with visits since the date of the last issue of this magazine:

J. H. Hine, the Hine Desk & Fixture Company, Denver, Colo.; M. E. Boyle, Automatic Bookkeeping Register Company, Kansas City, Mo.; C. R. Hardcastle, Automatic Bookkeeping Register Company, Emporia, Kans.; L. Zecha, Soekaboemi, Java; P. C. Bush, The Hargreaves Company, Dallas, Texas; George P. Wigginton, Kalamazoo Loose Leaf Binder Company, Kalamazoo, Mich.; L. D. Camps, general sales manager, Lisenby Manufacturing Company, New York, N. Y.; E. E. Blankemeyer, Weis Manufacturing Company, Monroe, Mich.; Mr. and Mrs. Oliver Morland, Morland & Impey, Ltd., Birmingham, Ala.; E. K. Ray, Corona Typewriter Company, Groton, N. Y.; Ralph L. Millison, Millison Office Supply Company, Wichita, Kans.; James T. Logen, Dubuque, Iowa; F. C. Frye, Des Moines, Iowa; Don M. Burton, the Don M. Burton Company, Lima, Ohio; Alvah Bushnell, Jr., Alvah Bushnell Company, Philadelphia, Pa.; V. R. Walden, Walden's Stationer, New York, N. Y.; James H. Rand, Buffalo, N. Y.; L. D. Stocking, advertising manager, the Safe-Cabinet Company, Marietta, Ohio, and Mrs. Stocking; A. L. Noel, general manager, Invincible Metal Furniture Company, Manitowoc, Wis.

Ames & Filstead Remove to Larger Quarters.

By the time this issue of Office Appliances reaches our readers the Ames & Filstead Company will have established new quarters in the Dearborn building, southeast corner of Dearborn and Harrison streets. These new quarters will be described in a later issue of Office Appliances.

At the new place more space will be available and the manufacturing facilities of the company will be largely increased. The Ames & Filstead Company wishes its customers to understand that delay in getting supplies and some slight degree of confusion incident to the preparation for removal into the new premises has caused the company no little embarrassment and some delay in getting out orders. This is about the only time in the history of the company when it has been unable to maintain its policy of "delivery on the day the order is received." But this difficulty is now overcome and orders are going through as usual.

Pelton Leaves Crescent Brass & Pin Company.

Charles E. Pelton, until very recently vice-president of the Crescent Brass & Pin Company of Detroit, has severed his connection with that organization. At the moment of writing his plans for the future are not fully matured. Office Appliances understands that Mr. Pelton is open for a suitable connection.

Charles E. Pelton is one of the best-known men in the office appliances and commercial stationery trade of the United States, having traveled from one end of the country to the other in the interests of the Crescent Brass & Pin Company. Pelton is the sort of a man who makes strong and lasting friendships and his intimates from Maine to Texas familiarly address him as "Pins."

Pelton is a native of Michigan, having been born on his father's farm near Detroit in 1873. After having finished his schooling and doing the work allotted to most boys on the farm, he spent some time at AuSable and Oscoda, where for a time he clerked in a clothing and gents' furnishing store. Later young Pelton became a lumber inspector and scaler of logs, in which situation he worked on the docks in summer and went into the forest in the winter time, where he was accustomed to breakfast at three in the morning and walk six miles to work. Blessed by nature with a strong and vigorous physique his work as a lumberman developed his body in a way that has stood him in good stead ever since. Pelton is a tireless worker, and, thanks to the hard outdoor work in the lumber camps, he is practically a stranger to fatigue. After an interesting experience in the telephone business he became a member of the U. S. Scenic Railway Construction Company, for whom he built a large scenic railway at Old Orchard Beach, Maine. In 1902 he became general manager of this company and in September, 1904, was offered and accepted a responsible position with the Crescent Brass & Pin Company, with whom he has been connected continuously ever since.

Office Appliances sincerely hopes that Mr. Pelton will find a suitable connection in this field, for should he devote his decided talents and his great energies to some other department of industry, the office appliances field will have lost a strong and forceful personality. His address is 804 Trumbull avenue, Detroit, Mich.

Charles E. Pelton.

Gemmill Now With Dryden Rubber Company.

E. H. Gemmill, for eleven years with the Oliver Typewriter Company, during a considerable part of which time he was manager of that company's Baltimore branch, later for four years with the B. F. Goodrich Company at Akron, Ohio, as sales manager of the office appliance department, and recently for a short period with the Century Rubber Works of Chicago, is now associated with the Dryden Rubber Company, 1014-1036 South Kildare avenue, Chicago.

The Dryden Rubber Company is a live, growing concern about fifteen years old. During this period the company has built up a profitable business upon sound, enduring and conservative principles—a business which is increasing with such rapidity that they have recently completed plans for enlarging their factory and increasing their output. Mr. Gemmill regards himself as particularly fortunate in connecting himself with this company. The Dryden Rubber Company has built a reputation for high-grade goods and prompt and efficient service. The company's equipment is new and of the latest pattern, and all stocks with which Mr. Gemmill is familiar can be promptly supplied. Improvements are being constantly worked out in the company's own splendidly appointed chemical laboratory, in charge of experts of the first class. Mr. Gemmill tells us that he is now working on a line of samples for the office equipment trade.

E. H. Gemmill.

Winnebago Co. Appoints Chicago Agent.

The Winnebago Furniture Manufacturing Company, Fond du Lac, Wis., has appointed Thomas Kirke as its Chicago representative. Mr. Kirke's address is 3818 North Kenneth avenue, and his telephone number is Irving 9128.

Mr. Kirke has had a practical experience in handling office furniture, having spent four years with the Yawman & Erbe Manufacturing Company.

We are informed that the Winnebago Furniture Manufacturing Company recently received an order for four carloads of desks from a Los Angeles furniture house, and four carloads of desks from a leading house in San Francisco. Both of these orders were received on the same day, Saturday, March 25.

Progress and Soundness of Principle

are certainly shown when during the period of a rising market and sharply inflated prices, a manufacturer is able to create a readjustment of prices by refusing to maintain higher prices than necessary on certain lines and thereby compensating for increased prices on other lines.

This policy which we are now making effective should highly commend itself to the trade generally and meet with the warmest approval of our customers. Imbueing every confidence during the present crisis in our line of business caused by the scarcity of colors and all raw material, together with the enormously increased prices, the conservatism of our policy should impress itself. In this we are regarding the future, by establishing such relations with the trade, and the users of typewriter ribbons and carbon papers as should result in a largely increased use of our goods. As heretofore the *quality* will be strictly maintained, as under no consideration would we lower the standard. "Our line" therefore will remain absolutely the *best* on the market.

We meet every condition — *We fill every requirement*

Buy of the Original Maker

MITTAG & VOLGER, Inc.

Principal Office and Factory: Park Ridge, N. J., U. S. A.

BRANCHES

NEW YORK, N. Y., 261 Broadway
CHICAGO, ILL., 205 W. Monroe St.
CLEVELAND, OHIO, E. 9th St. & Prospect Av.
LONDON, 7 and 8 Dyers Bldg., Holborn, E. C.
SAN FRANCISCO, 35 Montgomery St.
ST. LOUIS, MO., Laclede Bldg.

AGENCIES: ALL OVER THE WORLD

A Dinner to Mr. Barlow.

One of the most pleasant occasions in the history of the Remington Typewriter Company's office in Chicago took place Friday evening, March 31, when the local sales organization gave a dinner to Manager Augustus C. Barlow, in the Gray Room, Hotel Sherman. The entire sales force was present with B. P. Hamil as toastmaster. After dinner the following program was carried out, ending with a response from Mr. Barlow:

B. P. Hamil, Toastmaster; "The Man from Kansas," Mr. Seaman; "Pittsburgh Smoke," Mr. Wright; "Reminiscences," Mr. Bremer; "Barlow at Manhattan Beach," Mr. Moulton; "System," Mr. Bushnell; "Inside the Lines," Mr. Pratt; "First Impressions," Mr. McCarthy; "The Man of the Hour," Mr. Krotchner; "Boulevardier," Mr. Petsche; "Odors—Not Orders," Mr. Roberts; "Organization," Mr. R. Goldblatt; "Managers I Have Known," Mr. Myers; "Brickbats and Bouquets," Mr. Manning; "Closing," Mr. E. Goldblatt.

Augustus C. Barlow.

This dinner preceded the monthly meeting of the Remington Typewriter Club held on Saturday, April 1. This club is formed of practically all of the selling staff of the Chicago office, including the members of the various departments and the sub-office branch managers. Reference to this organization has been made previously in Office Appliances with the recommendation that similar organizations be formed wherever it is possible. An organization of this kind not only accentuates the company spirit, but fosters a spirit that is of still greater advantage than that—the spirit of camaraderie between the men who are working together every day and who represent the company on the firing line of business.

Telegrams were read from F. N. Kondolf, president of the Remington Typewriter Company; F. E. Van Buskirk, vice-president; J. T. Thornton and L. M. Caswell, superintendents of domestic agencies, and from A. A. Fraser, New York manager.

This dinner to Manager Barlow is indicative of the high esteem in which he is held by the sales force and of the splendid work he has done since taking charge of the Remington business in Chicago. It is but fair to say that perhaps no man has handled the company's business from the Chicago center and accomplished more in cementing the organization, developing the company spirit and maintaining the great prestige and traditions of the Remington.

Mr. Barlow took charge of the Chicago business something over two years ago, coming from Pittsburgh, where he had made a splendid record, having gone there from the management of the Kansas City branch, which position has had attained by several years of excellen:

Dinner given in honor of Augustus C. Barlow, Manager, Chicago Branch office of the Remington Typewriter Company, by members of the company's Chicago sales organization.

The value of a name

When we sell "Panama" Carbon Paper we stand as security that it is exactly what it is represented to be, namely: the best of its kind.

Even to-day when ingredients are difficult to get and very high priced we do not allow a sheet of "Panama" to leave the factory which is not up to standard.

This means that if you sell "Panama" you have behind you the reputation of the largest manufacturers of Carpon Paper.

Manifold Supplies Co.

A. L. FOSTER, Pres. O. G. DITMARS, Vice-P.

188 Third Ave., BROOKLYN, N. Y.

Figures don't lie; but sometimes they vanish

AND figures have a disconcerting habit of vanishing from ledger and record books made of cheap, inferior ledger paper because the paper has grown yellow from age and exposure.

Recommend that your customers use ledgers and record books made of Brown's Linen Ledger Paper. This famous paper stands the hardest usage and exposure for ages without signs of deterioration. It costs only a few cents a pound more than the unsafe paper. And remember, it has wonderful writing and erasing qualities. It will pay you to handle Brown's because your customers' business records are valuable.

L. L. BROWN PAPER CO.

Est. 1850 Adams, Mass.

FACSIMILE OF WATER-MARK
L.L.BROWN PAPER CO.
LINEN LEDGER

Brown's Linen Ledger Paper

service as a member of the Remington company's sales organization.

Mr. Barlow is a student of the typewriter and the conditions which have surrounded its sale. Out of his experience has come an appreciative knowledge of the conditions with which the man on the firing line is confronted. His interest and encouragement and good advice have helped many men who have come under his direction to overcome their difficulties. It is given to but comparatively few to make the best use of their own experience. Many men who achieve positions of responsibility in the management of other men retain a very keen recollection of the discouragements which attended their own experience as salesmen, especially as junior salesmen, but unfortunately some of these men do not possess the faculty of putting themselves in the place of their own salesmen and of teaching them how, if not to overcome all of the difficulties with which salesmen are confronted, at least to avoid the discouragements which attend failure, and to reduce failure to the minimum. Mr. Barlow is one of the comparatively few men who has been able to focus his own life experiences in such a way that he can use them to teach, strengthen and sustain other men.

The dinner was an absolute surprise to Mr. Barlow and the difficulties the committee had to overcome to get him to the hotel without letting him know what he was in for, and his confusion when he found himself the one in whose honor the affair was given would alone make several amusing paragraphs. Mr. Barlow's varied experience has made him master of almost every situation, but on this occasion the boys "put something over" that very nearly got the best of him. Mr. Barlow was deeply touched by this evidence of the love and esteem of his associates and of this fact his response gave evidence.

The entertainment features were interesting and profitable and by no means lacking in liveliness. We are glad to note a very decided tendency in these affairs to get away from the cabaret scheme that was so popular a year or so ago. Business men now, while they like to be amused, want to be entertained by something clean and high grade—something that leaves a "good taste in the mouth."

A Distinctive Product.

Seldom does one find a circle which is put to good use as a trademark, but in the remarkably simple yet forceful announcement of the Smead Manufacturing Company in this issue we find two circles, one within the other, used in a manner which brings out and emphasizes a distinctive trade-mark. Within the inner circle is a hand in color, operating the distinctive metal clasp of the Smead Bandless filing envelopes. The picture indicates not only the product but one of the features which give it originality and utility. Between the two circles the name of the manufacturing company and the name of the product is shown in Old English letters.

Rebuilt Typewriter Company to Move Factory.

The Rebuilt Typewriter Company, 312-328 North May street, Chicago, is to move its manufacturing departments to quarters within walking distance of the "loop," Chicago's business heart. This move is to be made in order to enable dealers who come to Chicago to visit the factory and inspect the processes of rebuilding with a minimum expenditure of time and effort. The new location will be definitely announced in next month's issue of Office Appliances.

Cincinnati Honors President of Tatum Company.

On Monday evening, March 6, the business men of Cincinnati gave a dinner in honor of the new postmaster, Joel C. Clore, president of the Samuel C. Tatum Company. The "Cincinnati Inquirer" of the following morning gave a full account of this event and published a flashlight picture of the dinner. Two hundred and fifty prominent citizens of Cincinnati and vicinity, together with several other invited guests, attended the dinner, which was held at the Business Men's Club.

Following the meal a notable array of speakers presented their views on current topics and took occasion to congratulate Cincinnati upon the appointment of Mr. Clore as head of the post office in that city. The dinner was presided over by Wm. P. Rogers, dean of the Cincinnati Law School. Responses were made by John L. Shuff, James A. Greene and John W. Peck, all of Cincinnati, and John L. Zimmerman of Springfield, erstwhile candidate for the Democratic nomination for United States senator from Ohio. All the speakers presented eloquent tributes to the ability and integrity of Mr. Clore, who acknowledged the compliments in a happy and feeling manner.

The menu of the dinner was beautifully gotten up on heavy embossed stock, bearing a picture of Mr. Clore on the front cover page, with a reproduction of his signature. The picture was bordered by a wreath of forget-me-nots. The frontispiece consisted of a picture of the post office in Cincinnati, and on the next page was the following engraved inscription: "Dinner to the Hon. Joel Cave Clore by his friends, Monday evening, March 6, 1916. The Business Men's Club, Cincinnati." The ensuing pages contained the menu of the dinner, the name of the toastmaster, names of the speakers and of the committee in charge.

Representatives of the Samuel C. Tatum Company, of course, were prominent among those present at this dinner.

Meeting of Cincinnati Furniture Exchange.

The regular meeting of the Exchange was held last month, Henry A. Sprengard, president, presiding. After the disposal of routine business the secretary read a letter from P. W. Durr, county auditor. A letter was read from J. S. Linton, secretary of the Furniture Manufacturers' Association. He replied to an inquiry sent by the Exchange. The secretary was directed to acknowledge the letter and refer it to A. G. Steinman with the request that he keep informed with regard to the matter and report to the Exchange any further advances. The letter in question gave a brief résumé of the Furniture Manufacturers' meeting at Charlotte, N. C., where daily cost sheets were submitted by the manufacturers. Increase in the cost of the products represented was 10 per cent over the figures of 1915. The letter stated that a resolution was unanimously adopted to the effect that prices should be advanced not less than 10 per cent. The next meeting of the Furniture Manufacturers' Association will be held May 10, when marked changes in prices are expected.

Two or three applications for membership were accepted and an address was presented by Henry Hoffeld on "The European Conflict." After adjournment a social session was held by the manufacturers. President Sprengard announced the standard committees who will serve until their successors are appointed.

We have manufactured and sold to date

1,973,000

TYPEWRITERS

These figures are for new machines exclusively—no rebuilts included.

REMINGTON
TYPEWRITER COMPANY
(Incorporated)
New York and Everywhere

METTLE WILL TELL

in an article as well as in an individual under unusual difficulties, and dealers find Consistency of Quality and Service in

NEIDICH PROCESS
CARBONS AND RIBBONS

despite the perplexities of the raw material situation.

This is a factor of prime—and increasing—importance, and we are sparing no expense to maintain the inherent worth of our products—depth of color, legibility, the cleanness and superior wearing qualities of both carbons and ribbons.

Neidich Process Company
BURLINGTON, N. J.

"The factory behind the goods"

NEW MACHINES AND DEVICES

Descriptive Notes of Some New Inventions and Improvements in the Field, with Illustrations.

New Automatic Bookkeeping Register.

The Automatic Bookkeeping Register Company of Kansas City, Mo., has brought out and is placing on the market what is called the "Three-in-one Machine," which combines in one a credit register, an adding machine and a cash register. We illustrate this machine on this page, and the picture shown will give the reader some idea of the diversity of its use. It is designed primarily for retail merchants, although it may be adapted to certain other uses.

The Automatic Bookkeeping Register.

The register face contains five totaling devices, while the type ribbon and detail strip establish permanent records of all transactions. Keys are provided to designate amounts in dollars and cents. Individual clerks have numbers corresponding to certain keys, or initials, as the case may be, so that when a clerk registers a transaction his initial or number is printed upon the detail strip. One pull on the handle opens the cash drawer, closes and locks the credit tray, sets the amount on the register index, and typewrites with steel type a permanent record on the detail strip, resetting all the keys after the last operation. Numbered keys denote customers' credit accounts. The cash drawer unlocks and opens automatically for every cash transaction, while the character of the transaction is indicated by a key which the clerk presses. In a credit transaction, for instance, the credit tray is extended with the customers' till open. When the

Don't push the pen

The handwritten ledger page will soon be as great a novelty as the handwritten business letter.

Just Tap the Key

That's the modern mechanical way of keeping books.

By the

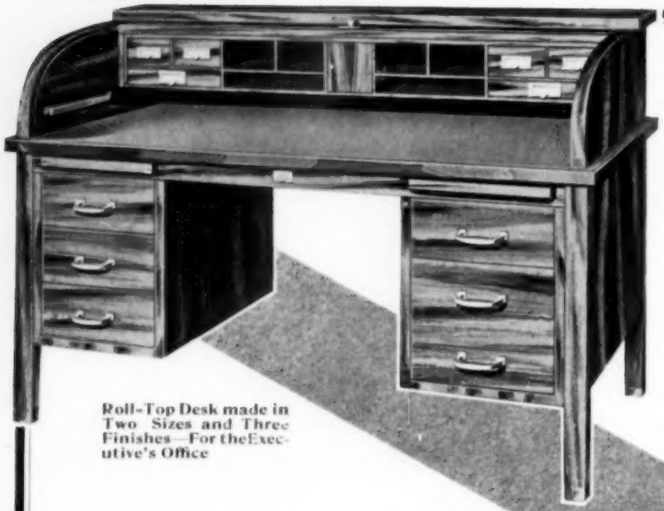
UNDERWOOD BOOKKEEPING METHOD

It

Keeps your books
Makes out your bills
Checks your trial balances
Lists your daily records
Computes your figures
Writes your letters

It is the only machine that will do it your way. It is modeled to conform with any system.

UNDERWOOD TYPEWRITER COMPANY, INC.
Underwood Building, New York City



Roll-Top Desk made in Two Sizes and Three Finishes—For the Executive's Office

A New Line—

"The Desks

The Flat Top Desk, Double Pedestal, Double Face. Single Pedestal—Three Finishes

HERE is a new line of desks—complete in every detail—with exclusive features which your trade will appreciate at once.

Allsteel Desks are the first successful four-leg desks. Note the greater utility of four-leg construction—no more pushing back to free the user's legs, there's plenty of room to swing around when the chair is in working position.

Besides, there is a simple elegance to this new four-leg design, which outclasses other desks whether of wood or steel, and will be widely imitated.

In construction Allsteel Desks and Tables guarantee long service. Steel throughout, welded and reinforced, they never warp, sag or come apart. The drawers are smooth running first and last; the high-grade linoleum top

Allsteel Tables—made with or without Drawers—Three Sizes—Three Finishes

The General

3674 Logan Ave.

Allsteel Desks and Tables

With Leg Room"

will not wear off shabby or rough; the finish, whether mahogany, oak or green, will stay bright and fresh for a lifetime.

The binding strip around the top of the Allsteel Desk is cold drawn bronze, hardware and footings are cast bronze, all brush finished.

These features, and more, are a part of the dealer's salable stock of Allsteel Desks and Tables. Yet the price of Allsteel is so reasonable that the market is exceptionally wide.

The line includes Roll Top Desks, Flat Top Desks, double and single pedestal and double face, the Economy Desk, Single Pedestal Typewriter Desk, Typewriter Stand, and Office Tables.

Agency rights for Allsteel Desks, Tables and Filing Equipment are mighty profitable business agreements. Write for details and catalog of the complete line.

The Economy Desk—More Simple in Design, Less Expensive but of Allsteel Quality—Three Finishes

Typewriter Desk. The Line Includes also a Typewriter Stand—Three Finishes

Fireproofing Co.

Youngstown, Ohio

ACME SURE-SHOT BINDER

It's called the "Sure-Shot" because one stroke on the knob will "turn the trick" every time, and the anti-clogging device throws off the bits of paper and metal so that they can't interfere—ever.

There yet remains to be invented a device which will equal Acme Binders for speed, neatness of work, permanency, and narrow binding-margin.

You just fill the magazine, which holds one hundred staples, and your "Sure-Shot" is ready to bind quickly, neatly, and efficiently anything from the thickness of a sheet of tissue up to one-quarter of an inch.

Just think of the field that opens up for you—office men, professional men, salesmen with samples of cloth, paper, etc., furniture and rug salesmen with their photographs—and so on ad infinitum.

Write for our booklet and let's tell you what you can make on our proposition.

Acme Staple Co., Ltd.
1643-1647 Hadden Ave., Camden, N. J.

Canadian Representative:
Ernest J Scott & Co.,
59 St. Peter St.,
Montreal

European Agents:
Progress Typewriter Supply Co., Ltd.,
8-9 New Zealand Ave.,
London. E. C.

handle is pulled this is automatically closed and locked. The removable credit sections each hold twenty-five credit customers' accurate accounts.

All operations of business recorded with the Automatic Register are printed upon a permanent daily record. At the close of business each day the totals shown on the five totaling devices are transferred to the detail strip, which during the day is locked in the machine on a roll, and the accuracy of which is indisputable. The Automatic Register is expansible, being built in sections to permit of increased capacity.

Those who may be interested in this device should communicate with the Automatic Bookkeeping Register Company, Eighteenth and Wyandotte streets, Kansas City, Mo.

A New Envelope Sealer.

The Acorn Brass Manufacturing Company of Chicago has perfected and is placing upon the market its Model No. 5 Acorn-Thexton envelope sealer, which is motor-driven. This is the newest member of the Acorn-Thexton line and has several features which make it unique and desirable. This machine counts and registers each

No. 5 Motor-driven Acorn-Thexton Envelope Sealer.

letter, affording an accurate postage check. It has a sealing capacity of about 10,000 letters per hour and will positively not wet or soil the envelopes. It has been built especially to handle heavy or light mail in great quantities, with speed, accuracy and neatness. It is a particularly useful machine for banks, brokerage offices, insurance companies, wholesale houses, public service corporations and mail order houses. It is equipped with an electric motor, automatic counter, water cup of heavy-gauge non-corrosive German silver, a tubular steel stand and stacking tray. It is sold complete with motor delivered to one's office.

The Acorn Brass Manufacturing Company offers to ship free for ten days' trial to any office, one of the model No. 2, No. 3, No. 4 or No. 5 Acorn-Thexton envelope sealers, whichever one the prospective customer feels will best meet his requirements. After giving the sealer a fair trial the prospective customer agrees to remit the price of the sealer if it is found satisfactory, but if not satisfied with the results they will return it at the end of ten days, carefully packed, without paying transportation charges.

Royal Master Model 10
Price $100

The typewriter that completes the modern business organization

THE Royal Typewriter is necessary to make a big business organization *complete*. It was invented and is designed and built to meet the typewriter needs of the business world *today*.

It is the finishing touch to that office efficiency which the aggressive business organization *must* have.

It fits exactly into the *high standard* of organization, of personnel and of equipment that the live business house must maintain.

It rounds out the effectiveness, the sureness, the exactness, the specialized ability of the organization.

It ends excessive repairs, because it is built for long life and for the finest work. It is bought with the confident knowledge that it will *not* have to be "*traded-out*" after one or two years of use.

And this very quality of excellence is what makes the *work* done on the Royal stand alone as an exhibit of superiority. The precise harmony of all moving parts, the swift and sure mechanical reponse, the perfect presswork—all these enable the typist to do more work, to do it better—*and to do it with much less effort.*

Compare the *work*. Get the *facts*. Know the Royal. Put it to the deciding test of actual results in your own office, under your own working conditions. The user of but *one* Royal enjoys the same advantage as the organization which requires a hundred and more.

Telephone or write us, *now*, and a representative will call. A demonstration does not place you under the slightest obligation. Let the Royal *prove itself* to you and for you. Then come to your own conclusion.

Write for
"Facts About the 'Trade-out'"

—a little book which doesn't mince words in telling the story of the typewriter. Every typewriter owner or user should have it. We want to place a copy in your hands. A postal will bring it to you free.

ROYAL TYPEWRITER COMPANY, INC.

Royal Typewriter Building, 364 Broadway, New York City

Branches and Agencies the World Over

"Compare the Work"

A So-called Fire Proof Building which was gutted by fire.

AGAIN

THE SAFE-CABINET Protects Its Contents In a Terrible FIRE

In a ten million dollar fire at Augusta, Ga., several Safe-Cabinets withstood the terrific heat and protected their contents. The pictures tell the story.

With hundreds of incidents like this, proving the superiority of The Safe-Cabinet, you should get in touch with us at once and arrange to sell The Safe-Cabinet in your locality. Our partial payment plan makes every business man a prospect. Write us today.

THE SAFE-CABINET CO.

Originators and Only Manufacturers of THE SAFE-CABINET

MARIETTA - - - - OHIO

The Macey "Corporation" Line.

The Macey Company of Grand Rapids, Michigan, has just issued a complete catalog of its "Corporation" line of filing cabinets. The company states that new features of construction make this one of the most complete and adaptable lines on the market.

The "Corporation" files are made in three heights—a 58-inch with sanitary base, a 52-inch with plain base, and a 40-inch counter height—and are said to be different from other files in their interlocking and removable end battery

Two Suggestive Combinations of Insert Drawers—Cap Size and Bill Size Macey Cabinets.

construction, metal drawer bodies, and the wide variety of units and sizes in which they are made.

As one faces the file, the right end is recessed to receive the projecting left end of the cabinet next to it in a battery. This interlocking feature saves space and leaves the thickness of only one pilaster or upright between each two cabinets—eleven Corporation files occupying less floor space than ten ordinary removable-end files. The end panels fit on the files in the same way—one pair completing a single cabinet or a battery of any number. The left end panel fits over the projecting left end of the cabi-

Battery Showing Single Pilaster Between Units of Macey Combination.

net, while the right end panel fits into the recessed right end of the cabinet. When fitted together, each unit may be bolted to the adjoining one, so that such a battery is said to be as strong as if it were built in one piece.

The construction of Macey "Corporation" drawers is such as to give service and satisfaction. The fronts are five-ply built up wood and the bodies are of metal. The drawers are deep enough to take any standard size guide. The follower blocks are of a new design which makes them easy to move, yet very firm when placed—no slipping or wobbling. All drawers move on metal side suspension, roller-bearing slides, which insure smooth, easy

The "Silent Smith"

"I never knew it could be done!"

This exclamation is often heard after our representative has shown a typist how to accomplish some desired result on the

L. C. Smith & Bros. Typewriter

There are so many things about this machine that add to the quality and quantity of work of an operator that we have written about them in two booklets, which are yours for the asking.

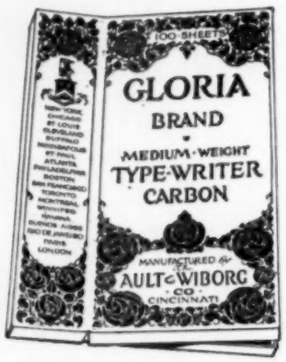
"The Silent Smith" is the title of the one on the Silent models, while the Standard models are treated in "A Lesson in Operating."

Send for the one you wish today.

L. C. Smith & Bros. Typewriter Co.

Factory and Home Office
SYRACUSE, N. Y.

Branches in all principal cities.



Trade Conditions

are teaching the consumer the importance of buying good carbon paper from reliable dealers. But it is to dealers particularly that present conditions speak with force of the value of such a carbon paper as

GLORIA BRAND

The dealer who sells an absolutely reliable carbon paper has a special advantage in these days, for the trade has "gotten its fill" of the other kind, and the number of people who are willing to listen to quality talk has been increasing and is increasing by leaps and bounds.

And not the least important argument for Gloria Brand carbon paper is the fact that the Ault & Wiborg Company is back of you on every package, both as to quality and service.

Superior quality, attractive appearance, prompt deliveries—these, in short, are the reasons why Gloria carbon paper should be on your shelves.

If you are a dealer who appreciates these features, we'll be glad to let you examine Gloria and its container, at your request.

The Ault & Wiborg Co.

Manufacturers

Factory—Cincinnati, Ohio

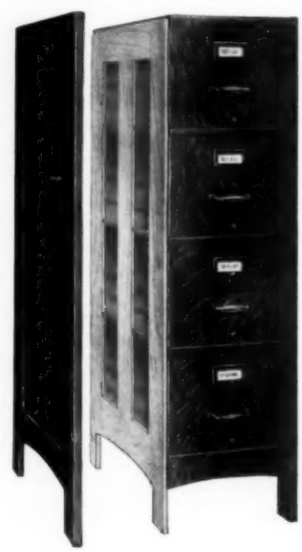
Branch Houses in the Principal Cities

action and long service. This feature alone has already sold many of these cabinets.

The "Corporation" line includes four drawer letter and cap size units, five drawer bill size units, and three drawer "jumbo" units (22 inches wide), as well as several special units, such as cupboard unit with adjustable shelves and tabulating card cabinets.

Special insert drawers, which make a great many combinations possible, are made for the letter, cap, bill and jumbo sizes. These include document files, card files of all standard sizes, check files, storage drawers, and electro-legal blank drawers. With this wide variety, the requirements of any installation can be filled.

"Corporation" files are made in quartered oak and mahogany finish. The oak cabinets are all of quarter-sawed oak, finished in a light antique or in a rich golden. The mahogany finish matches well with any standard mahogany office furniture.



Removable End Construction. Showing Projecting Left End of Cabinet.

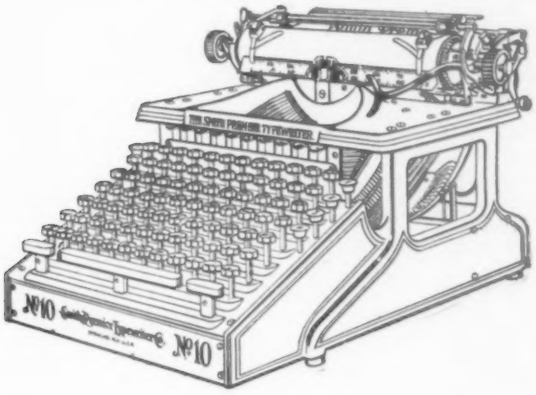
The sale of these cabinets has already reached a good volume and is steadily increasing. Present indications seem to be that this will be among the most popular of the Macey lines.

Ink Company Sends Out Price List Hanger.

The Diamond Ink Company has sent out recommended retail prices of inks, mucilage, pastes, etc., in the form of a card with a metal eyelet in the top. They have made this up in the form of an advertising card for Diamond inks. The recommended retail prices are given for inks, Diamond mucilage, "Stickine," cream paste, the "Alpha" paste jar and "Faultless' paste jar.

New Steel Transfer Case.

The Imperial Methods Company, of Chicago, has produced another fine article—a new steel transfer case—along with their extensive line of office devices and are now stocking these new cases with their trade. The line referred to has a number of marked advantages, among which is the fact that it is electrically welded throughout, with no rivets, bolts or screws. This case has a channel steel frame, both front and rear, giving it necessary



Typewriter Completeness is summed up in the SMITH PREMIER

To begin with, the Smith Premier is the only typewriter with a *complete keyboard*—the only typewriter on which each character has its own exclusive key. This completeness of the Smith Premier keyboard is typical of the entire machine. The keynote of the Smith Premier is completeness—in every feature and for every purpose.

Complete *visibility of every character,* before and after writing, complete *keyboard control,* complete *tabulating and column-selecting mechanism,* complete and instantaneous *interchangeability of carriages and platens,* and complete *facility in making corrections* are only a few of the exclusive Smith Premier features.

The sum of them all is *complete value for your money.* Write to us for our folder "When You Buy a Typewriter." It will give you some valuable points on the question of typewriter efficiency.

329 Broadway, New York City

strength and assuring the user of first-class service. This transfer is made complete, as the outside case is continuous and protects the drawer sides. It is handsomely finished in olive green and is made in three sizes. It can be equipped with follower block and guide rod at a small additional charge.

Those who may be interested should request further information from the Imperial Methods Company, Chicago.

Eraser De Luxe.

The Rush Eraser Company has just gotten out what they call the Rush Eraser De Luxe, which is furnished in solid gold, sterling silver, or gold plate. The gold plated product is made to retail at fifty cents.

The Rush Eraser Company is conducting a general advertising campaign from which dealers are reaping advantages. It is suggested that the trade this year should anticipate their requirements because of the condition of the market with regard to the materials used in construction.

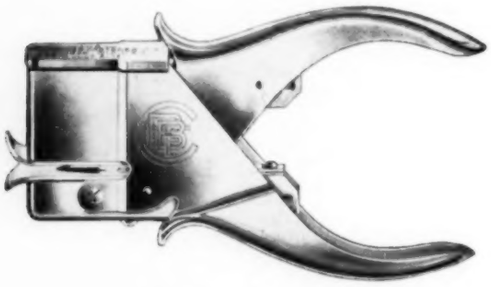
Rush De Luxe Eraser.

In the Rush eraser there are no chemicals, rubber or blades to bother with. The device uses a mineral brush that cuts like a diamond. A letter from a word or a figure from a column is instantly removed. The state of New York, it is said, recently placed a large order, while many thousands are now in use in banks, business houses, municipal departments, etc. It is said that photographers find the Rush eraser ideal for reducing high-lights on negatives.

The Rush Eraser Company is prepared at the present time to quote prices on immediate requirements. Dealers should see to it that they have the proper stocks on hand to take care of their needs.

A New Bump's Paper Fastener.

Bump's new paper fastener has been announced to the trade. This is a handy little nickel plated machine for desk use. It is similar in appearance to previous models, but has a number of new refinements which increase its efficiency. One simply inserts the papers to be fastened into the fastener, pressing the handles together and releasing them, and the work is done. Two to ten papers may be fastened together neatly and permanently.



New Bump's Fastener.

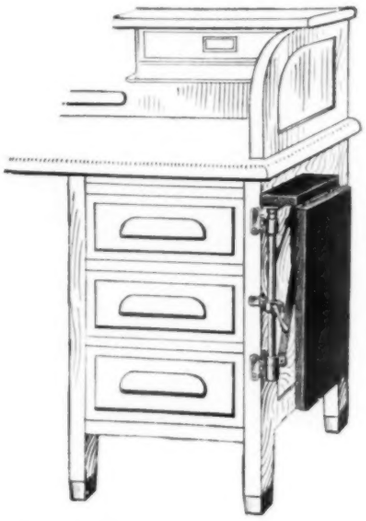
This binder or fastener operates by punching a neat triangular opening in the papers to be kept together, threading the punched portion through a slit that is made at the same time. The machine is useful for fastening together letters invoices, checks, notes, copy, memoranda, etc. The machine measures 5¼x2¾ inches. It is handsomely nickel plated and retails for a very reasonable price.

Globe-Wernicke Swinging Desk Shelf.

This device is a most valuable addition to any desk, giving as it does extra desk room when wanted; and when not wanted the shelf can be swung back, or dropped against the side of the desk. It is particularly convenient when used as a support for typewriter, adding machine, card cabinet, telephone, or books of reference.

New Globe-Wernicke Swinging Typewriter Shelf in Position.

This popular Globe-Wernicke appliance has been greatly improved by a positive locking device in the shape of an eccentric lever, which secures the shelf in any position desired. The shelf, which measures 14x19 inches, is made of quartered oak, imitation mahogany and genuine mahogany. It can be attacked to any desk, and can be used on either side. The metal parts are attractively finished in dull nickel.



Shelf Folded, As When Not in Use.

Insure the Future with this Trade Marked Filing Envelope

THE SMEAD MANUFACTURING COMPANY
Dept. C
Hastings, Minnesota, U. S. A.

A REBUILT TYPEWRITER DEPARTMENT WILL PAY YOU HANDSOME PROFITS

NO REBUILDERS OR REPAIRMEN NECESSARY—WE FURNISH THOROUGHLY REBUILT MACHINES READY FOR RESELLING

Stationers and Booksellers everywhere are now handling our Rebuilt Underwood Typewriters and building up a profitable department. Under our plan of furnishing thoroughly rebuilt and fully guaranteed typewriters ready for reselling, it is not necessary for the dealer to have a repair department.

It is almost impossible for anyone, except an expert, to tell the difference between our rebuilt Underwoods and brand new ones, as we re-enamel the frames, reletter and renickel all bright parts, equip with new rubber platen and feed rolls, new keyboard, new front scale and new ribbon. Type is re-aligned and any that is worn is replaced with new.

$5.00 Forfeited If We Fail To Ship The Same Day

We guarantee to ship the same day all orders received for any No. 4 or No. 5 Underwood listed in our circular. The Emporium delivery service NEVER FAILS.

Write for our Confidential Wholesale Price List No. 601.

TYPEWRITER EMPORIUM

CHICAGO, ILLINOIS

ESTABLISHED 1892—24 YEARS

LARGEST INDEPENDENT TYPEWRITER DEALERS IN THE WORLD

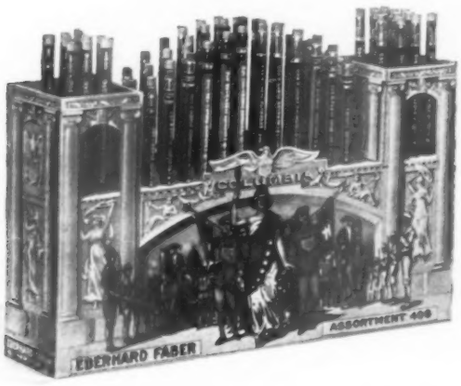
The New Eberhard Faber Assortments.

Dealers in commercial stationery will be interested in two new display assortments which are being offered by Eberhard Faber. One of these is known as the No. 408 Columbia. It consists of a box with arch and figures

New "Challenge" Assortment of Eberhard Faber Pencils.

lithographed in colors. The figures are emblematic of the nation's history, representing the Indian, the pioneer and soldiers of the Revolutionary and Colonial periods. These are headed by Columbia, the soldiers and sailors of today forming an escort. The arch effect is carried out by an arrangement of the pencils, of which there are one-half gross in round and hexagon shapes, rubber tipped and in assorted colors.

The Challenge assortment No. 406 is a folding double-easel display in which alternate pencils cross at the top. The container itself is lithographed in colors and pictures a race between speed boats on the upper panel. This assortment contains one-half gross of the most popular style of rubber tipped pencils, assorted, in round and hexagon shapes.



New "Columbia" Assortment of Eberhard Faber Pencils.

Illustrations and full information regarding these assortments will be sent to dealers on request.

New Convenience on Diamond "Stickine" Packages.

The Diamond Ink Company has made an improvement upon its "Stickine" liquid-paste desk-pot by adding its latest invention to this package in the way of a patented wipe off.

Diamond "Stickine" has proved itself a winner, and with the addition of the patented wipe off enables the user of "Stickine" to get just enough adhesive on the brush for all purposes.

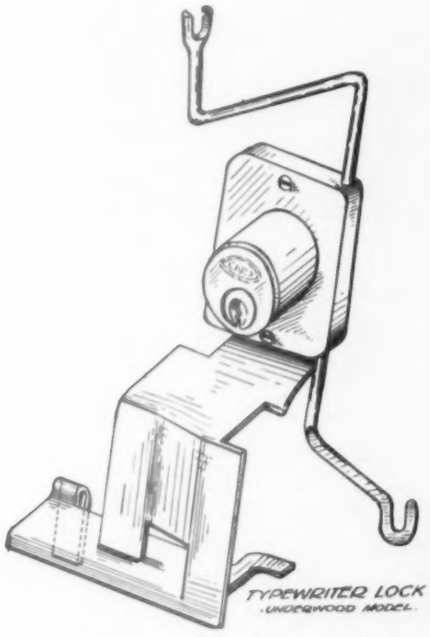
This original liquid paste known as "Stickine" is put up in 5½ and 8 ounce desk bottles with the patent wipe off which makes this package a handy and useful article for desk use.

New Patent Wipe-off Now Used on "Stickine" Bottles.

Samples and quotations will be submitted upon application to the Diamond Ink Company, Milwaukee, Wis., U. S. A.

Self-Containing Typewriter Lock.

Letters patent No. 1,174,304 and 1,174,305 have been granted to Milton M. Blum of Birmingham, Ala., covering



Underwood Model Blum Typewriter Lock.

the invention of a self-containing typewriter lock, two of the models of which are here shown, one being for the Underwood machine and the other for the Remington. Models have also been perfected for the L. C. Smith and the Royal typewriters. This invention is unique and original in its conception. The locks hold themselves firmly in the machine when in a locked position and it

The Sundstrand SPEED

Portable Adding and Listing Machine

Yes, You Can Carry It Easily

You can carry any of the Sundstrand machines from desk to desk, office to office, up-stairs, down-stairs, any place. No matter where your work may be, you can have a Sundstrand right at your elbow.

This is only one of the essential features of the Sundstrand that is attracting the attention of users of adding machines in all lines of business. Because of its simple, 10-key principle of operation, all unnecessary waste of time in keyboard manipulation is eliminated, and operators acquire high speed and accuracy in a remarkably short time. The word "Sundstrand" spells

Service Plus Economy

You can buy a Sundstrand for the price you can afford to pay. Would it surprise you, for instance, to know that our Model "A" lists and totals 99,999.99, or two more columns than any adding and listing machine on the market, prints totals in red, has repeat key, non-add key and clear key, and sold at equal price? Other styles and sizes from $135 to $200.

A FREE TRIAL

Without obligation to you--let us send a Sundstrand to your office for a free trial. Compare its work with your present methods. At the end of the trial period, if it hasn't sold itself to you, just return it, express collect. For full information, sign and mail the coupon below.

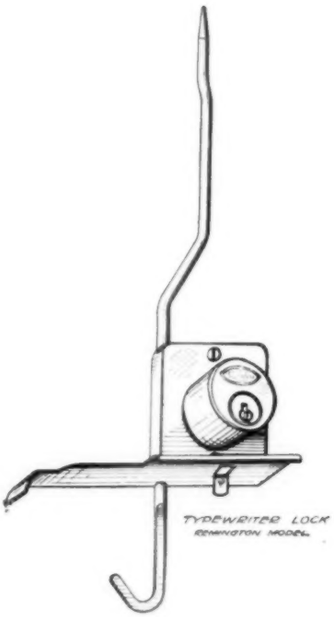
The Sundstrand Adding Machine Co.
Rockford, Illinois

ONLY TEN KEYS

The Sundstrand Adding Machine Co.
Rockford, Illinois
Please submit list of sizes, styles and prices of the Sundstrand Adding and Listing Machine. Send to address on attached letterhead.
Name.....
Firm Name.....
Street.....
Town.....
State.....

is not necessary to deface the machine in any way in order to attach them; neither is it necessary to bore holes in the frame of the machine to apply them. It is stated that any novice can place the locks in their respective positions without the use of tools, and when once placed may be left while the machine is being operated without interfering with its operation in any manner. Locking the machine is a simple operation like operating any other lock and is accomplished by placing the key in the cylinder and turning, thus locking the carriage, keys and space bar of the typewriter and simultaneously securing the lock itself fast in the machine. The inside mechanism is also patented, containing no springs and with only two parts.

The advantage of this typewriter lock is that it gives the operator complete control of his own machine and prevents other persons from interfering with it. It prevents the indiscriminate use of the machine by careless or unauthorized persons, tending to reduce repair bills, saving wear and tear on the machine and prolonging the life of the ribbons.



Remington Model Blum Typewriter Lock.

When used with a combination adding, subtracting and typewriting machine, the lock is one of the ways of securing a proof against the amount in the totalizer being disturbed accidentally by some outsider in depressing a numeral key in the absence of the operator.

By providing a transverse flat strip perforated with holes to correspond as closely as possible with the carriage scale, it would be convenient for one to lock his machine at a point where he had left off writing and when ready to resume to pick up his letters at the exact starting point.

Another feature which the inventor claims for this device is its convenience in use as an inbuilt feature in the transportation of machines, since the lock may be used in place of the old method of tying the parts down during shipment, saving time at the factory and the branch office and doing away with confusion and inconvenience on receipt of the machine by the customer.

2030½

The Masters Line of Office Chairs

for offices, banks, libraries, hotels and all public buildings, represents the most advanced ideas in high grade office chair construction and is the finished product of the combined efforts of two recognized masters of chair-building.

The MASTERS' LINE embodies distinctive features and radical improvements possible only through such a combination of broad experience and thorough knowledge of office chair needs.

One of the most important features of the MASTERS' LINE aside from attractive designs and exact workmanship, is the new chair iron which has novel features, making it easily the most modern chair iron on the market. The advantages offered by this feature alone make the line well worth your consideration.

A handsome catalogue descriptive of the MASTERS' LINE, including this modern chair iron, will be sent you on request if you are interested in profits from office chairs.

The Taylor Chair Company
Bedford Ohio

2060½

The Visigraph

The VISIGRAPH was designed as an improvement and development of existing writing machines and is a SUCCESS.

It does BETTER and QUICKER and more CONVENIENTLY all a typewriter is called upon to do.

The VISIGRAPH will increase your business, because it will increase your capacity.

Catalogues on request.

The Visigraph Typewriter Co.
Lenox Ave. and 116th Street
NEW YORK CITY, U. S. A.

General Agency for Great Britain:
35 Queen Victoria St., London, E. C.

A New Duplicator.

The D. & D. Sales Company, 285 Monon building, Chicago, has placed on the market the new "Handy" Duplicator, a simple, inexpensive but practical stencil duplicating device which reproduces hand writing, typewriting and drawings at very slight cost. It is said that a "twist of the wrist" does the work.

This new duplicator is very useful for post card notices, small circulars, programs, price lists, etc. It is stated that 500 copies can be made from one original. This device is made in two sizes, 3½ x 6 inches, and 5½ x 8½ inches.

The "Handy" Duplicator.

The cut here shown gives the reader a good idea of the appearance and operation of this device.

A Remarkable Ring Book Line.

The Trussell Manufacturing Company of Poughkeepsie, N. Y., and New York City, is selling successfully a most interesting line of ring books. The company is specializing in this class of devices and makes a book to suit every purchaser, from one retailing at fifteen cents up to and including the very highest grades.

Carton No. 7 for Trussell Loose-Leaf Memo. Books.

The illustration here shown presents a picture of what the Trussell Manufacturing Company has named its Carton No. 7, which includes the new Style F. Trussell memo, which are said to be the most inexpensive split ring memos ever made. They are perfectly flat opening. Sheets can be removed or inserted instantly and can be written upon from edge to edge. Every one of these

Handles all records in one operation

Here's Why

The natural principle of flat-writing, exclusive with Elliott-Fisher The Bookkeeping Machine, is the feature that makes possible the combining of customer's statements, posting the ledger, and continuous journal of debits and credits all in one operation.

—makes possible combining of customer's statements, posting ledger and continuous journal of debits and credits all in one operation.

Elliott-Fisher

The Bookkeeping Machine

by eliminating operations, eliminates errors — promotes accuracy, efficiency and economy—and this is why thousands of business institutions are enthusiastic in their praise of the way Elliott-Fisher The Bookkeeping Machine does the work. Some of these businesses are in the same line as you.

Why not dictate a note right now, "Show us how others in our line are using Elliott-Fisher." We'll write you all about it—no obligation incurred — and you'll at least be greatly interested.

Elliott-Fisher Company

42 Elliott Street Harrisburg, Pa.

VICTOR TYPEWRITERS

¶ Represent the greatest improvement in the Writing Machine Industry since the advent of the Visible Typewriter.

¶ They will do better work and do it longer with less expense and less annoyance to you and your operators.

¶ We PROVED this to the Boston Board of Education in a two-year test in open ***competition*** with every ***standard*** typewriter. Proved it so thoroughly that they purchased **1006** Victors—the largest single order ever placed for new typewriters.

We can PROVE it to YOU

¶ We want you to see the VICTOR—compare it point for point—feature for feature—with any other typewriter. It will place you under no obligation. We are glad to show the VICTOR—we are proud of its appearance—its mechanical construction—its performance—and its reputation.

Victor Typewriter Company
812 Greenwich Street
New York City

books is guaranteed. Carton No. 6 contains 36 memo books, end opening, sheets sixe 2½x4½ inches, each book being filled with 40 red edge sheets, faint ruled or unruled. The flexible covers are bound in beautiful black cloth. Carton No. 7 contains twelve memos. Extra sheets are supplied, twenty fillers to the box, punched with three holes to interchange with other books.

The Trussell Manufacturing Company desires to hear from dealers on this Carton No. 6 and Carton No. 7 proposition. In writing regarding these memo books it will be well for dealers to refer to No. 04416F.

A New Typewriter Stand.

The Adjustable Table Company of Grand Rapids, Michigan, has brought out a new model of the Satellite typewriter stand, to which have been added several conveniences not heretofore found on this useful device.

The Satellite stand is a device which is adapted to many uses. It may be employed either as a typewriter stand for the use of the operator, as a support for an adding machine or a duplicating machine, or for many other purposes. The machine may be raised or lowered with great ease and facility at the convenience of the operator. This stand is durable, sightly and will be found convenient in any office. It is mounted upon casters and may be readily rolled from place to place.

New "Satellite" Adjustable Typewriter Stand.

The new stand possesses all the advantages of the previous models with several added features. The new model Satellite typewriter stand is constructed with sliding board base, and with an elevated table which is wonderfully convenient both in the office and for demonstrating purposes. These stands can be used anywhere where a typewriter is used and it is an ideal device for one who wishes to use a machine when his convenience dictates. It is the last word in devices for speed tests, demonstration purposes, etc. We illustrate the new model of the Satellite stand herewith. Some of its features are apparent from a glance at the picture. The manufacturers emphasize five special points of advantage in the Satellite stands, as follows:

1. The jointless top of hardwood. 2. The hand wheel which works in accurately cut threads about the large elevating screw enabling one easily and quickly to adjust the height of the stand. 3. The base composed of one metal casting, with no joints to work loose. 4. Large, noiseless metal casters. 5. A price made possible only by quantity production.

Published to tell you what others are doing with De Luxe Tray Binders.

TRAY BINDER NEWS

Tray Binders are made and guaranteed by the makers of the well known De Luxe and Jones Lines.

A BULLETIN FROM THE WILSON-JONES LOOSE LEAF CO.—CHICAGO AND NEW YORK

HOW DEALERS ARE BUILDING UP THEIR TRAY BINDER SALES

Other Dealers' Selling Plans Point the Way for Your Advertising.

"My campaign hasn't been running very long, but already it has succeeded in interesting about twenty-five banks in Tray Binders," writes one of our dealers in Massachusetts, who has been carrying on a thorough little mail campaign to advertise his facilities for furnishing machine bookkeeping supplies.

"I've turned a few of these inquiries into nice orders, and I expect to close some more soon. But I figure that the big thing accomplished is that I have secured the inside track for future orders on Tray Binders, as well as on many other lines."

Here is a typical instance of the resultful work that numerous dealers have been doing during the past few months. In carefully planned advertising campaigns these dealers have been linking their stores with our national advertising of Tray Binders and securing profitable returns.

Direct Advertising Gets Results.

While mail follow-ups have predominated in these business getting campaigns, other methods of advertising have also been widely used. Space in the class magazines devoted to bankers has been used by such well-known houses as Dameron-Pierson Co., New Orleans; Union Litho Co. of Los Angeles and San Francisco and the Cargill Co. of Houston.

Others in a large number of cities have used newspaper space to tell their prospects about Tray Binders. Still others have accomplished a great deal by keeping before their customers always the one fact that they are equipped to serve the user of bookkeeping machines, and then marshaling all the finer points as soon as any customer becomes interested in the machine method.

A Campaign for Your Territory.

We have collected a considerable amount of valuable data based on these campaigns by dealers, so that others among our dealers may profit by the examples of the successful advertisers.

Why not let us help you to work out a little Tray Binder campaign in your own territory? We will gladly furnish you with copy for a series of letters, together with printed matter to enclose. If you wish, we can also prepare special copy for your advertisements in newspapers, magazines or other mediums.

Drop our Advertising Department a line for further details.

STYLE S
Tray Binder Open in Stand

Write for This New Circular

NEW AMMUNITION FOR THE BIG COMMERCIAL HOUSES

How commercial houses can secure the greatest efficiency in machine posting is told in a complete way for the first time in our pamphlet on the Style S Tray Binder.

This attractive piece of advertising matter—just off the press—is issued for distribution by Wilson-Jones dealers who are selling Tray Binders. It is designed to place the complete story of the Tray Binder before the business man in an efficient way. It is "trimmed to fighting weight," and we feel pretty sure that it is going to be a big factor in selling Tray Binders.

We have a copy ready for you. Just write and say, "Send me Form X-2." If you want a quantity for distribution to your prospects, we shall be glad to furnish them—with your imprint.

KELLY-SPRINGFIELD CO., FINDS "THE BETTER WAY"

"More ton-miles for every dollar you spend" is the dominant idea in the selling arguments of the Kelly-Springfield Motor Truck Co.

"More results for every dollar spent," is the slogan in the office of this company's big factory at Springfield, Ohio.

To get maximum results in its bookkeeping department, the company has just installed bookkeeping machines, equipped with De Luxe Tray Binders. The installation was made by the Dayton Blank Book & Printing Co.

ANOTHER NEW BANK FORM

In answer to a growing demand among large banks we have added another ledger and statement form to our line of stock leaves for machine bookkeeping.

The new form is in the 11⅞x11⅞ size. This large size allows the posting of three checks to the line in the check detail column, thus conserving space where the number of checks handled daily is large and each check is to be posted separately.

Ledger sheets in this form are known as B M-9 on No. 1 grade ledger paper, and as BM 9-2 on No. 2 grade ledger paper. The statement is known as Form S-9, and is on No. 2 grade ledger paper. We will be glad to send samples of these forms on request.

'BE GOOD TO YOUR FRIEND, THE POSTING MACHINE SALESMAN'

He's a Mighty Fine Fellow If You Only Handle Him Right.

"When you're selling Tray Binders, always remember that you have two people to win: one your prospect, and the other the machine salesman who is making the installation."

Here's a little piece of selling wisdom evolved by a western dealer who has been notably successful in selling Tray Binders. 'But the beauty of the thing is," he adds, "that once you've convinced the machine man, he's the best friend you've got."

All of which is pretty solid food for thought.

The boys on the firing line for Burroughs, Elliott-Fisher, Remington and Underwood have virtually made hundreds of big sales for Tray Binder dealers.

But their very willingness to recommend Tray Binders to customers has, in some case, led dealers to expect too much in the way of co-operation.

It's a good thing to remember that a Burroughs man is out to sell Burroughs Machines, and not binders. He will boost for your binder only because he believes that you have a device which will increase the efficiency of his posting machine, and because he has found that you will be of real assistance to him.

Details That Count.

Our dealers who have been most successful in securing the co-operation of machine salesmen have been extremely careful to keep these salesmen supplied with Tray Binder demonstrating outfits for use in demonstrations, and also to see that these outfits are always in tip-top condition—the leaves clean and fresh, the indexes complete, and everything else set for a successful demonstration.

In many cases they have given the salesmen space in their windows or stores for special demonstrations. Wherever possible they have furnished "tips" leading to new prospects for machine sales.

Some of the important points in this respect may seem small, but the most successful dealers have proved that it pays to be a diplomat in working with "your friend, the posting machine salesman."

"NEWS" APPEARS IN NEW FORM

Two months ago TRAY BINDER NEWS made its first bow in the pages of Office Appliances.

We've received enough signs of interest to encourage us to make a regular publication out of it. Number 1 is just off the press and is now being distributed. If you haven't received your copy, drop us a post card.

Number 1 isn't very pretentious, but it's full of good selling ammunition for you.

TRAY BINDER SHOWN IN BURROUGHS BULLETIN 7044

In New York the International Shoe Supplies Co., finding that its bookkeeping department could not keep up the same speed as the other departments, installed a Burroughs Posting Machine and De Luxe Tray Binders. Now the accounting department is right up-to-date all the time.

The story of the International Shoe Supplies Co. is told in a highly interesting manner in Burroughs' Bulletin, No. 7044. Write us for a copy.

5% Discount—And the Reason

The Rebuilt Typewriter Company offers you a 5% discount on all orders you place before May 1, 1916. You know the firm, its product and its reputation. These are sufficient assurance that the offer is absolutely "on the level."

The reason? We are going to move from our present factory location to one within easy walking distance of the "loop," Chicago's business heart.

The thousands of dealers who have visited our factory in the past and seen "Retycos" being really rebuilt have given us some of our most valued advertising. We're going to make it easier for dealers who visit Chicago to get to our factory, and this is a personal welcome to you.

Meanwhile, that 5%!

You may base your order on our latest price-list, less the discount. If you haven't the price-list handy, we'll be glad to mail it to you upon request.

Orders will be filled promptly upon receipt, and in the order in which they are received.

REBUILT TYPEWRITER COMPANY "AS GOOD AS EVER"

312-328 North May Street
CHICAGO, ILL.

NOTE.—On account of the demand for No. 5 Underwoods, we shall have to make orders subject to the condition that you order one and a half times as many No. 4 Underwoods as 5's.

New Dixon Pencil Assortment.

The Joseph Dixon Crucible Company has put upon the market a new assortment, which, while not a new device, has characteristics which make it more than ordinarily

New "Movie" Display for Dixon Pencils.

attractive to the trade. The revolving drum, which is of hexagonal shape, is ornamented on each panel with a fine reproduction of a photograph of a prominent actress or actor in the "movie" world.

The container is made to hold three dozen choice pencils, instead of the usual six dozen.

The article is substantial as well as attractive, and the smaller quantity of pencils has made the box a success. Orders are being received daily for quantities beyond the average.

A New Office Convenience.

Among the comparatively recent inventions that have received the endorsement of the up-to-date business man is the Ries "O. K." letter opener, an ingenious device that does the tedious and time-consuming work of opening

Hand-Operated Ries "O. K." Letter Opener.

envelopes in a remarkably expeditious manner. The Ries "O. K." letter opener in all its models and styles is substantially constructed and durable.

The machines are made in several sizes, the smallest being designed for individual use and for offices having a light mail, while the largest is recommended for concerns receiving a large number of different sized letters, as it will open any kind of an envelope up to twelve inches in length.

The electric power Ries "O. K." letter opener is the latest addition to the line. It is constructed with a direct worm-gear drive which does away with lost motion and loss of time, which is common in belt driven machines of every sort. The revolution of the cutting-cylinder, which is made with two cutting-edges in place of one as in the hand machine, presents a cutting edge 350 times per minute.

The machine and motor are mounted on a strong, well

HIGHEST QUALITY

Globe-Wernicke

LOWEST PRICES

2000 Line Wood Uprights—28 Inches Deep

2041

Question:— What Filing Cabinet do you as a dealer prefer to handle?

Answer:— The Quickest-Selling Cabinet at a fair profit that I can buy.

Mr. Dealer, the Globe-Wernicke No. 2041 is that Cabinet — guaranteed to satisfy your customer.

It is the best upright wood vertical file on earth, with the greatest capacity at the lowest price. It has open sides for attachable panels, and can be used singly or any number fastened together and finished off with one pair of panels. The extension slides are perfect. All other 2000 Line Units, some of which are shown on this page, can be used with the No. 2041.

IT MEANS A FAIR PROFIT

to you, and absolute satisfaction to your customer.

ASK FOR NUMBER 2041 GLOBE-WERNICKE

For twenty years The Globe-Wernicke Company has been making sectional filing cabinets, which are in use all over the country. These cabinets are being added to continually, and Globe-Wernicke dealers get the orders. You will find it to your interest to handle this line.

This Line Has Developed an Enormous Sale. Investigate Its Merits Today!

The Globe-Wernicke Co.
CINCINNATI

No. 2042 Cap Sized Papers | No. 2040 Bill Sized Papers | No. 2043 3x5 Card Index | No. 2044 4x6 Card Index | No. 2045 5x8 Card Index | No. 2046 Documents | No. 2049 Checks | No. 2050 Cupboard | No. 2051 Wardrobe | No. 2048 Roller Shelves

Attention! Dealers:

We are entering upon a period of exceptional prosperity. Concerns that have deferred and deferred furniture purchases are now buying. Investigate the **OMECO** line —the line that meets every requirement—and make sure that you get a larger share of the steadily-increasing steel furniture business.

Complete Standardized Stock For All Requirements.

Everything from a fire-proof Letter Transfer Box to an equipment for an entire organization. Desks and Filing units of all types. The Vertical Letter File illustrated has 10 point roller suspension. Every drawer operates on 10 steel rollers. The heavier the drawers are loaded the easier they pull.

OMECO Filing Cabinets

Are made of heavier gauge steel, each cabinet practically fused into one solid piece of steel by electric spot welding and oxy-acetylene welding.

That is why **OMECO** is the strongest steel furniture made.

Send now for catalogues and agency proposition.

The O. M. Edwards Co., Inc.

Plum and Solar Streets
Syracuse, N. Y.

finished stand, with six feet of insulated copper feed wire and connections for current. The stand is 34 inches high, the table-top 24 inches x 16 inches, made of five-ply veneer thoroughly seasoned to prevent splitting or warping. The net weight of the machine complete is fifty-two pounds.

The hand-operated machine is composed of very few parts. The principal one is a solid steel cutting cylinder one inch in diameter with a central winding channel running nearly its entire length. This channel forms an integral winding shear edge which works with the inner edge of the shear plate. The action of these two parts cuts from the edge of the envelope just enough to open it, and as the part cut off is little more than a hair's breadth in width there is no possibility of the contents being damaged or the knives being injured by coming in contact with coins or anything else that may be inside. The "O. K." letter opener operates equally well on the thinnest linen paper envelopes and on those made of heavy manila paper or linen lined, at the rate of 75 to 100 per minute, according to the speed of the operator.

Full particulars and prices are given in a catalog, which can be obtained by addressing the O. K. Manufacturing Company, Syracuse, N. Y., U. S. A.

A New Card Index Tray.

The Weis Manufacturing Company of Monroe, Mich., announces an addition to its line. It is No. 853, a 3x5 card index tray, substantially constructed of fiber board,

New Weis Card Tray.

covered with black cloth. This tray has a hinged cover, is equipped with 500 3x5 horizontally ruled cards and a set of 25 division alphabetical guide cards. The tray is fitted with a self-locking, steel follow block, which operates on a rod which is countersunk in the bottom of the tray.

This is a very durable, compact and practical file for follow-up and other similar purposes and is bound to make an acceptable addition to the already popular Weis lines.

For further information readers are requested to write to the factory at Monroe, Mich.

An Attachment To Facilitate The Capital Shift.

Fred N. Ryan, a typist at Soldiers' Home, California, has devised an attachment for character and capital production on machines where the fifth digit push shift-key is not built in, i. e., is not an integral part of the machine. This attachment is fastened to the left of the front-center of the lower frame-bar by two screws holding it firmly in

THE Dalton Adding Machine easily maintains its speed supremacy even when operated by the old style "sight" method. But speed, after all, is only relative, and the Dalton's lead is but a matter of per cent. There is a field, however, in which percentages cannot apply—where there *is* no "second best." In this field the Dalton is a pioneer, having blazed out and preempted a domain of its own where competition cannot follow.

The small, compact keyboard of the Dalton enables the operator to learn the location of the keys so perfectly that it soon becomes unnecessary to look at them at all, the eyes thus never having to look away from the list of figures being copied. This is the famous

TOUCH OPERATION

The practical value of touch operation of the adding machine cannot be easily exaggerated.

Touch Operation increases the speed of an adding machine from 25 to 80%, depending upon the particular kind of work in hand.

Touch Operation decreases the liability to commit error by depressing the wrong key even in greater proportion than the figures just stated.

Touch Operation permits of long continued work at top speed without that severe nervous strain invariably experienced by "sight" operators under such conditions.

Touch Operation entirely eliminates eye-strain caused by the ceaseless turning from copy to keyboard and focusing of the eyes on different colored objects at unequal distances thousands and thousands of times each day.

Touch Operation converts drudgery into pleasant routine, gives the operator a sense of mastery over the dreary humdrum of figure work and leaves him with increased time to devote to the bigger things with which he comes in daily contact.

It is easy to learn Touch Operation. We can bring a Dalton to your office and in a few minutes teach your own operators how to use the Touch Method. Let us show you. Send for booklet on Touch Operation TODAY.

THE DALTON ADDING MACHINE COMPANY

Norwood, Cincinnati, Ohio, U. S. A.

Your Stationery
Should Represent *Your* Opinion of *Your* Business

The stationery that a printing house uses should be representative. If you tell your customers that better printed matter means better business, you should prove the case by taking your own medicine. Will you fairly answer these questions? Does your letterheading represent your work and your ideals? Are you willing to say that your letterheading stands for your conception of the best the modern master printer offers?

For your use, we recommend

Old Hampshire Bond

There is something much more significant in this recommendation than a desire to sell Old Hampshire Bond. We believe that Old Hampshire Bond represents the spirit of the new printer. It stands for quality, as against price cutting. It stands for a standard price, as against shifty estimating. It stands for thoughtful service, as against slip-shod methods. Fifteen years of advertising have told the public these things, and the benefit of the national reputation Old Hampshire Bond holds will work for you if you give it an opportunity.

Hampshire Paper Company

We are the Only Paper Makers in the World Making Bond Paper Exclusively

SOUTH HADLEY FALLS - MASSACHUSETTS

MEMBER
PAPER MAKERS
ADVERTISING CLUB

place, and by means of a short lever fastened to the original shift-key lever accomplishes the work of the latter and relieves the weak fourth finger, allowing it to remain upon its guide-key. This makeshift attachment is manipulated by the left thumb. Mr. Ryan says that as an attachment it is quite satisfactory, but would be more so if built in as an integral part of the typewriter itself.

Further information regarding this attachment can be obtained from Mr. Ryan, who may be addressed at Lock Box 342, Soldiers' Home, California.

Northwestern Concern Moves to New Quarters.

The Mesaba Range Office Supply Company of Virginia, Minn., W. E. Burgher, manager, moved on April 1 to 205 Chestnut street, where it will occupy the quarters previously used by the H. M. Aitken Company. This change was made necessary by the increasing business of the office supply company.

The Mesaba Range Office Supply company was organized two years ago by W. E. Burgher who, previously to this, had been traveling on the Range in the interests of a Duluth concern. The company took up its quarters on the second floor of the First National Bank building.

It has done a constantly increasing business and long ago outgrew its present quarters. Besides Mr. Burgher who does considerable traveling in the interests of the company, M. T. Williams is also employed as traveling salesman. The territory covered by the company extends from Ely to Grand Rapids on the east to International Falls on the north.

Upon moving into the new quarters additions will be made to the stock. A stock of filing devices and office furniture will be installed. The company has handled office furniture but owing to insufficient room it has not been possible to keep much of this stock on hand.

Interesting New Globe-Wernicke Line.

The Globe-Wernicke agencies throughout the country are now displaying posters illustrating the Globe-Wernicke "2000" wood line of filing cabinets, back of which there is an interesting story. It seems that the "2000" wood line is a new development in Globe-Wernicke files —a series of cabinets possessing the regular "grow as you go" feature, but an improvement in several respects on all other existing files in the matter of structural refinements, filing capacity and manufacturing economy.

It is said that the many dealers who have installed this line are enthusiastic about it and are putting it up in the front part of their stores, while in many cases they are announcing it throughout towns with posters, newspaper advertising and circulars at their own expense.

One of the advantages of this and other members of the Globe-Wernicke line is that units purchased today match perfectly with the original units purchased back as far as twenty years ago.

Wrong Address Given.

In the short article in the March number of Office Appliances referring to Melville Mundell, now district agent for the Safe-Cabinet Company covering a part of Ohio, it was stated that Mr. Mundell's headquarters were at Canton. In a recent letter he points out that this is an error. While he is in charge of the Canton district as district manager, he is, however, located in Zanesville, which is more centrally located and from which he can reach all parts of his territory by means of several steam railroads and interurban lines. Zanesville, by the way, is a live and progressive little city of about 30,000 people.

Mr. Mundell is doing good work for the Safe-Cabinet Company and is delighted with his employment and surroundings.

At Commencement Time Last Year 30,000 Conklins Were Sold

Every one of our dealers got his share of the profits on these CONKLINS.

The educational "slant" of the 1916 Conklin advertising in many of the important magazines is teaching the people in your community why the Conklin is the most popular writing instrument.

There is no better graduation gift than the Conklin. Thirty thousand people realized this last Commencement time, and from the way the sales have been running as a result of the educational campaign this year, we would say that there will be a big percentage increase this year in the graduation gift sales of each merchant.

Push the Conklin as a graduation gift. Increase your gift sales this year the way other merchants did last year at this time. If we can help, write us fully.

If you do not have a stock of Conklins drop a line to us and let us tell you all about our proposition.

Conklin's
Self-Filling
Fountain Pen
NON-LEAKABLE

The Conklin Pen Mfg. Co.
176 Conklin Building
Toledo, Ohio, U. S. A.

NO LOSS from spoils in selling odd or broken lots of Typewriter Paper if you stock

BERKSHIRE TYPEWRITER PAPER

TABLETS

which enable you to sell typewriter paper in small lots, the new and economical way. The name, Berkshire Typewriter Paper, speaks for the quality.

Write for samples

Eaton, Crane & Pike Co.

Typewriter Paper Department

PITTSFIELD - MASSACHUSETTS

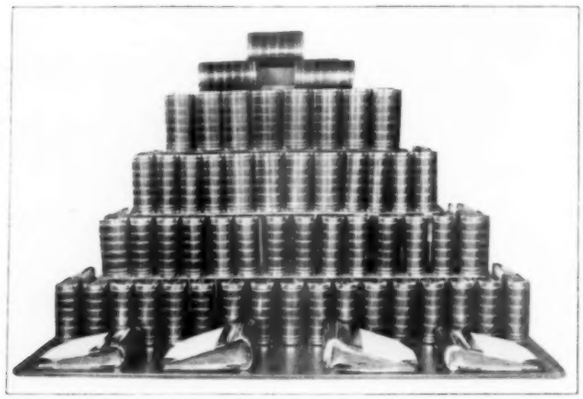
New "Y and E" Wood Cabinet Catalogue.

A handsome new catalogue of wood filing cabinets has just been issued by the Yawman & Erbe Manufacturing Company, of Rochester, N. Y. This catalogue is a distinct improvement over former catalogues, from several standpoints. A really limp binding makes it easier to handle and easier to mail. The use of very thin India Bible paper gives an impression of especially fine quality which is in keeping with the subject and also reduces the cost of postage by one-half. Also the elimination of unnecessary matter in regard both to text and to decorations makes this book an exceptionally fine business proposition; it is all business from cover to cover. And an improved and simplified index saves time in referring to any desired subject.

The "Y and E" "800" line of upright vertical sections is listed complete for the first time and there are explained details of the high type of workmanship and materials which characterize the line. Other notable features added are the Hollerith cabinets, improved vault trucks, caster bases in many sizes and miscellaneous sections of all types, described and illustrated.

The "Y and E" line of 44 Efficiency desks is also listed, with illustrations of the entire line. The demand has been found to be great for a filing cabinet and flat top desk combined, as in the "Y and E" Efficiency desk—especially when so many practical features are provided.

Persons desiring copies of this new catalog may address their communications to the home office at Rochester, or to any branch office.



Sixty Tatum Regent Ledger Binders Sold by the Stationery Department of the Williamson-Low Book Company, Rochester, N. Y.

The Red Envelope.

No. 4 of the "Red Envelope," the house publication of the U. S. Envelope Company of Worcester, Mass., has just appeared. This is the February number and its principal contents consist of a continuation of the history of envelope making by Hon. James Logan, general manager of the company. The frontispiece of this number gives President Lincoln's Gettysburg address. Chapter two of the history of envelope making, or "The Story of the Envelope," is devoted principally to the beginnings of envelope folding machinery. This historical matter is covered concisely yet completely, and several interesting old pictures taken from the files of the patent office and from other sources are reproduced, showing the character and development of the early envelope machines. A later chapter will be devoted to the further development of envelope folding machinery.

We Insure MultiKopy Sales

Send Today for Guaranteed Selling Plan

No Risk **No Loss**

He's happy because he's selling the world's best-selling carbon paper.
He's happy because his sales are insured.
He's happy because he doesn't have to worry about his stock deteriorating.
He's happy because his customers know MultiKopy and can *always* depend upon it for the permanency of its sharp, clear, non-smudging copies.

Why not send today for MultiKopy Selling Plan which Guarantees against loss? Do it Now.

F. S. WEBSTER COMPANY 338 Congress Street BOSTON, MASS.

ADDRESS ALL LETTERS TO HOME OFFICE

New York: 114-118 Liberty St.
London, E. C.: 67 King William St.
Copenhagen: Sotorvet 1 and 3.
Krakow, Poland.
Barcelona: Calle Universidad, 106.
Chicago: 14 N. Franklin St.
Berlin: Friedrichstrasse, 60.
Stockholm, Sweden.
Moscow, Russia.
Milan: Via Principe Umberto, 5.
Philadelphia: 908 Walnut St.
Vienna: 111 Paracelsusgasse, 6.
Rotterdam: Zuidblaak, 64.
Gossnitz S/A, Germany.
Tokyo: 3 Kajicho Kanda.
Pittsburgh, Pa.: 830 Park Bldg.
Budapest, Hungary.
Ghent, Belgium.
Paris: 10 Rue Saulnier.

TRADE MULTIKOPY MARK Carbon Paper

Why not carry a full line of MultiKopy?

Our **STAR BRAND Typewriter Ribbon**: are guaranteed to give 75,000 impressions of letters "a" or "e" without clogging so as to show on the paper

A Handsome Stationery Store.

We show on this page a likeness reproduced from a photograph of the interior of the store of the Globe-Gazette Printing Company, 516 First avenue, North, Fargo, N. D. The Globe-Gazette Printing Company, whose home office is at Wahpeton, N. D., established the store at Fargo about two years ago. Here they carry a complete line of metal furniture and filing devices as well as commercial stationery. From a comparatively modest store the business has been gradually built up so that it now covers every department of the office stationery and supply field, including many special office appliances such as mimeographs, addressing machines, envelope sealers, stamp affixers, etc.

The manager of the Fargo store is W. S. Read, formerly of Minneapolis, where he was engaged for many years in the stationery business. We are informed by Mr.

Interior View, Branch Store, Globe-Gazette Printing Co., Fargo, N. D. The Company's Main Store Is at Wahpeton.

McClintock, secretary and treasurer of the company, that the business at Wahpeton increased considerably last year over the previous year and that the branch at Fargo greatly exceeded expectations in the volume of its sales. The outlook for business this year could hardly be more hopeful. The manufacturing departments at present are crowded with work and the company has orders bocked now that will carry the plant well into the summer.

Crown Chicago Office Extends Invitation to Dealers.

The Crown Ribbon & Carbon Manufacturing Company believes its Chicago district office, located at 1010 Pontiac building, 542 South Dearborn street, to be one of the most thoroughly equipped and stocked branches in Chicago, and emphasizes the value of the service which such an establishment offers to dealers. Commercial stationers and dealers in office equipment and supplies are, without exception, invited to make the Crown Chicago branch their headquarters whenever convenient. To illustrate that this invitation is not one of empty words, Charles H. Wood, Chicago district manager of the company, points out some specific ways in which the Chicago office is prepared to render service to any dealers who wish to avail themselves of the opportunity. Mr. Wood states that dealers may have their mail addressed in care of the Crown company, may have the free use of a typewriter, if they wish to do their own typewriting; or, if they wish, may avail themselves of the services of the company's stenographic force.

The Chicago Crown branch was recently established and has proved a full justification of the company's belief that dealers appreciate such quality and service as the Crown company offers. At the Chicago branch the company carries a complete stock of all its numbers of ribbons and carbons and the Chicago office is prepared to render to dealers in the district service as prompt and efficient as the home office at Rochester offers in the East. The Chicago branch covers the territory comprised in the following states: Illinois, Indiana, Michigan, Iowa, Wisconsin, Minnesota, North Dakota, and South Dakota.

The St. Louis office at 815 Century building is prepared to render to dealers in southern territory a service corresponding to that of the Chicago office.

The company will be glad to get into correspondence with representative dealers who are in a territory where the Crown line is not yet represented.

Book and Sample Stencil Sent Gratis.

One of the features of the advertising campaign on the Ideal Stencil Machine is the free "from stencil."

When the prospective customer writes in for information on the stencil machine he not only gets a new book called "Safeguarding Your Shipments," full of valuable

Ideal Stencil Machine Cutting Name and Address.—Reproduction of a Stencil.

information for shipping clerks, but also a stencil in which is cut his own name and address. The stencil has a twofold value. It shows the actual work of the stencil machine and allows the prospect to test out the stencil method of marking by addressing some of his own shipments with the free sample stencil.

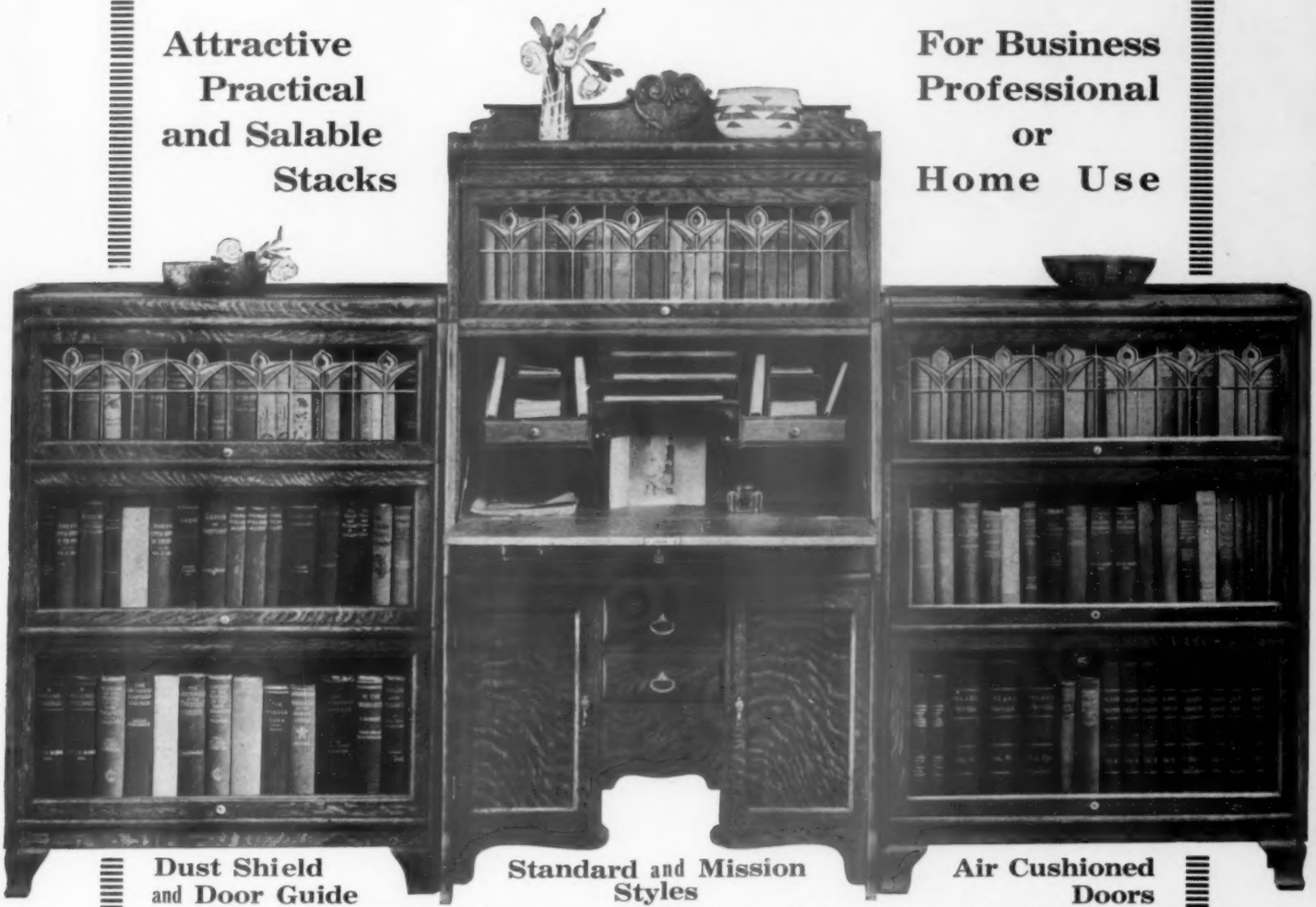
Office Appliances readers who are interested in receiving a free "from stencil" of their name and address can get one by writing the Ideal Stencil Machine Company, Belleville, Illinois, U. S. A.

Weis

Sectional Bookcases

Attractive Practical and Salable Stacks

For Business Professional or Home Use



Dust Shield and Door Guide are two important features embodied in Weis Cases. The shield over the book space in each section excludes the dust and forms an independent recess into which the door recedes when opened. The Guide or Equalizer controls the action of the door so that it can travel only straight forward and back. The Equalizer is substantially made of steel. It is securely rivited so there is no unnecessary play to allow the door to stick.

Office Furniture Dealers will find Weis Bookcases easy to sell by having a stack or two on the floor. Customers like to *see* the material, the finish and general appearance. A nice profit goes with each sale.

Standard and Mission Styles

Your customers can make a choice from Standard design Cases in Plain or Quartered Oak in any of the eight stock finishes and also in Genuine Mahogany and Birch Mahogany. Mission Design Cases are made in handsomely flaked Quartered Oak only. Early English, Fumed or Weathered finishes are very popular. A variety of Leaded Glass Doors makes the line still more adaptable and salable.

Get New Dealers Catalog "M" of 144 pages showing the complete Weis line of Office Furniture, Stationery Supplies and Specialties, Disk Record Filing Sections and Files, and Receding and Sliding Door Bookcases.

Air Cushioned Doors are one of the interesting and easily demonstrated features of Weis Receding door sections. The Dust Shield encloses each section. The door fits against the Dust Shield and a projecting shoulder, making the book space dust-tight and almost air-tight. Doors close easily without slamming or noise. Lift the door and let it drop; its own weight is retarded by a cushion of air. Doors are quickly removed or replaced for cleaning, etc.

Office Supply Stores find Weis Sectional Bookcases ready sellers to Professional men. Have a stack on your floor and suggest the advantages of the sectional system, finished to match any office furniture.

The Weis Manufacturing Co.

162 Union St., Monroe, Mich.

New York Office—75 John Street **Chicago Display—511-515 S. Wabash Ave.**

Knechtel Furniture Co., Ltd., Hanover, Ontario—Canadian Manufacturers

"See Your Dealer" is the Slogan feature Magazines of Nation

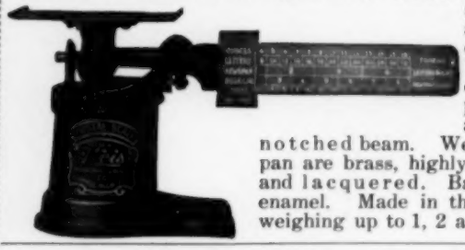
in ALL Weis advertising in a choice list of Popular
al Circulation. We COOPERATE with our dealers.

Weis

Office Accessories Increase Dealers' Sales and Profits

Postal Balance Scales

A necessity in every well regulated office. Reliable and accurate. Graduated to half ounce. Tells cost of first, second and third classmail. Tempered steel pivot balance and notched beam. Weight and pan are brass, highly polished and lacquered. Base black enamel. Made in three sizes weighing up to 1, 2 and 4 lbs.



Handy Scrap Books

Are now demanded by the public for many purposes, also used in offices for filing clippings, copies of advertisements, etc. The Weis line of scrap books is exceptionally well made. Wear resisting books of pleasing colors and designs. Leaves cannot pull out. They are glued and rivited into non-breakable grooved wood backs. No. 121 bound in Red Russia Leather backs and corners, black cloth sides. Has 144 pages fine white paper. No. 171 is 8x10 inches outside, bound in fine Gray Bancroft Cloth with design stamped in two colors. One hundred pages extra fine medium weight gray paper. Nearly 30 different styles and sizes. Attractive window displays will result in increased sales.

No. 121

No. 171

Double Arch Account Files

Are now used by almost every kind of retail business. A perfectly simple ledger for keeping small accounts in accessible form. Aside from the profit on the original sale of file, statements must be ordered thereafter. Follow up this "filler" business—it shows the dealer a good profit. Bothstyles oak or cloth covered binder board—made for 4x9" and 5½x8½" statements.

Fibre Board Card Trays

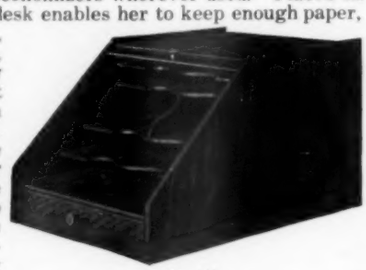
For 3x5, 4x6 and 5x8 Cards, Cancelled Checks, Drafts, Notes, Etc. Made with perfect fitting covers and equipped with steel follow blocks to keep contents in vertical position. Corners are re-inforced with strong binders' cloth. Covered with black and white mottled agate paper. Come equipped with guides for immediate use. A very salable article for every office supply store.

Oak Card Index Trays

Made for 2½x4, 3x5, 4x6, 5x8 and 8x5 Cards, for Cancelled Checks, Notes, Drafts, Etc. Golden and Natural Quartered Oak and Birch Mahogany. With or without covers. Their uses are almost unlimited—follow-up systems, card ledgers, salesmen's reports, sales, purchase and quotation records, physicians', dentists' and attorneys' records and date cards, are all kept more easily in trays.

Stationery Storage Cabinets

Are stationery economizers wherever used. Placed on stenographer's desk enables her to keep enough paper, envelopes, etc., for current use, at hand, easily accessible yet protected from dust and flies. Cabinets have compartm'ts for full and half size letter heads, cap size papers, large and small envelopes and drawer for erasers, carbon paper, etc. Made in Golden and Natural Quartered Oak and Birch Mahogany. Have rubber feet to prevent marring desks. Include samples in your next Weis order.



No. 140

No. 150 same except it has Vertical Front—no drop lid

Desk Letter Trays

Handsome, practical receptacles for letters, etc., while on desk, unlike the common wire basket, these trays harmonize with the finish and do not mar the polished surface of the desk. Bottoms are cloth covered. Sectional posts also furnished for stacking one above the other. Made in Golden or Natural Quartered Oak and Birch Mahogany. Letter and Legal Cap sizes.

Improved Swinging Desk Stand

May be attached to either side of any style desk. Gives one-third more desk room; occupies no floor space. Is rigid and does not viberate, being securely locked by the patented locking device, which can be instantly adjusted to hold the stand in any desired position. Tops are 14x18 inches and finished in either Golden, Weathered or Natural Dull Oak or Birch Mahogany. Metal parts in Black Enamel, Oxidized Copper or Nickel Plated. A handy extension to any desk for holding typewriters, mercantile reference books, card index cabinets, etc.

Loose Sheet Holders

For holding temporarily, orders, shipping, warehouse, express and freight bills and records of all kinds. The loose sheets are held between two strong board covers by a powerful oil tempered spring—no perforations necessary. Made in sizes ranging from 5½x8½ to 17x14 inches with either one or two hinged covers. This may be just what some of your customers need and want.

Security Mailing Envelopes

Made in sizes from 4½x7 to 11¼x14¼ and are used for mailing photos, etc. The best mailing device manufactured. No pasting or or gluing necessary. It locks itself. Will bend but does not break easily. Put up 25 in a box or in our handsome dealers' display box containing an assortment of all sizes, retailing at a price that nets the dealer a handsome profit.

The Weis Manufacturing Co. 162 Union Street **Monroe -:- Mich.**

(Read Preceding Pages)

Complete and Practical in every Detail

The Noiseless Typewriter

100% NOISELESS

Highly commended by well-known representative concerns after exhaustive tests, resulting in repeat orders and standardization of equipment.

The practical Noiseless mechanical construction not only insures a permanent noiseless result, but also increases durability by preventing the usual excessive wear and strain caused by the hammer method of typewriting.

Our catalogue will interest you. Send your address and we will mail you a copy at once.

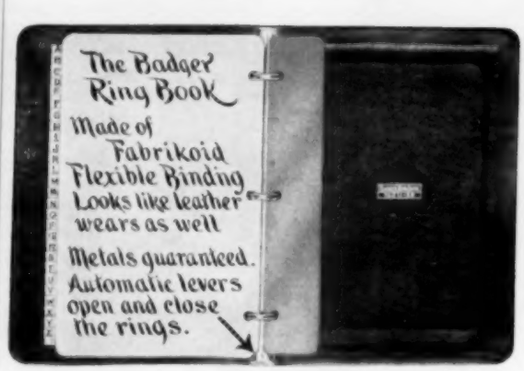
THE NOISELESS TYPEWRITER COMPANY

General Sales Offices:
253 BROADWAY, NEW YORK, N. Y.

Factory:
MIDDLETOWN, CONN., U. S. A.

Sales Offices:
NEW YORK CHICAGO PHILADELPHIA WASHINGTON BOSTON BUFFALO

Badger Fabrikoid Ring Book



FABRIKOID looks like leather,
FABRIKOID wears like leather,
but
FABRIKOID costs much less than leather. It is rich in appearance and thoroughly durable.

THE BADGER FABRIKOID RING BOOK
(FLEXIBLE BINDING)

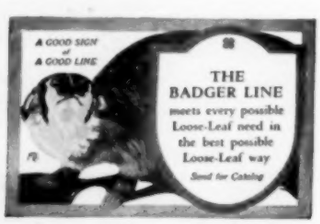
Has Automatic levers which permit the user to operate the rings without touching them—no trouble with pinched fingers or soiled sheets.

Has flat rings—Leaves don't tear out.

Has a one-piece lining extending throughout width of cover and under fixture. The usual two-piece lining is apt to peel along the inner edges. The one-piece lining cannot peel and is much more sightly.

Has patented fastenings by which the rings are firmly riveted to the plates. They cannot possibly work loose.

Has a ring-pressure mechanism so constructed that a more binding grip is obtained than any other make of ring-book offers—an entirely exclusive Badger feature.



The Heinn Company MILWAUKEE, WIS. WALKERVILLE, ONT.

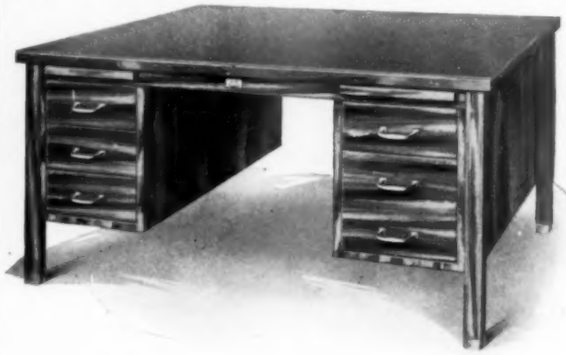
Sole Manufacturers of the
BADGER LINE OF LOOSE-LEAF DEVICES

A New Line of Steel Dseks.

The General Fireproofing Company, Youngstown, Ohio, has just added to its extensive line of Allsteel office equipment, a new and complete line of desks and tables.

"Allsteel" Roll-Top Desks.

Allsteel desks are said to be the original four-legged desks—the desks with leg room, permitting the user to swing around in his chair without pushing back from



"Allsteel" Flat-Top Desk.

the working position and without bumping his feet and legs.

With this added convenience there is a new and simple elegance to the Allsteel four leg design.

"Allsteel" Typewriter Desk.

Allsteel construction is ample assurance of rigidity and durability. The General Fireproofing Company has

No. 12 Listing Model

NO one advertisement or letter will begin to cover the BARRETT advantages nor is it possible to cover its merits so that a probable point of interest is suggested to each prospect.

Some replies read, "Should like to see your PORTABLE listing machine;" some read, "Let us have a demonstration of your listing model on which MULTIPLICATION is practical;" others say, "We understand your machine permits division and other calculations and gives a printed PROOF of the work."

Each sees the BARRETT on his own particular problem, yet each secures the privilege which appealed to the other. All of these advantages and many more are incorporated in one machine.

Mr. Peck, of the Empire Subway Company of New York, found a definition for PORTABILITY. "Usefulness is all right," said he, "but what is more important is the fact that odd jobs of figuring are now done on a machine while heretofore the clerk would not take the time to get over to a non-portable one. As this represents from 15% to 25% of our work, I say PORTABILITY means Accuracy."

The main point is, have YOU seen this mechanical marvel?

A demonstration costs you nothing, may save you much.

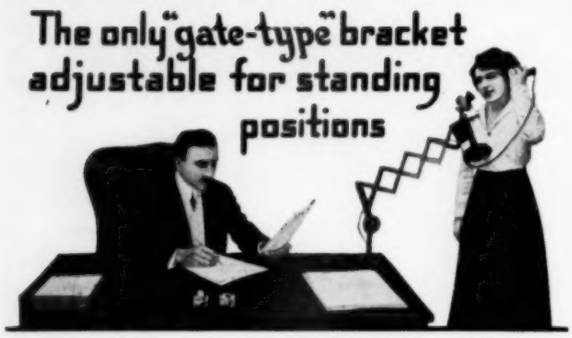
Why not hear the evidence?

IS THIS YOUR OPPORTUNITY? As an agent or dealer in our field we want you to make money. The answer is obvious. We have certain territory and a proposition to offer that will compel confidence and afford an extraordinary opening. There are unusual conditions which produce these exceptional opportunities and we offer a proposition into which you can put yourself as well as your time. It is a chance to do something that will deliver full value.

Write at once for complete information.

Barrett Adding Machine Company

Bulletin Building **Philadelphia, Pa., U. S. A.**



An Acre of Diamonds

Who has not heard the story of the man who went seeking riches in a far-off country and overlooked the vast wealth that was to be had right upon his own estate? And what a lesson that story teaches to all of us. It teaches us to cultivate the wonderful market that exists for the merchandise already within our reach.

HI Burns LO
ADJUSTABLE TELEPHONE BRACKET

is just such merchandise. As a cold-blooded, business proposition the BURNS HI-LO Telephone Bracket will make a good showing. For 100% telephone service, seconds must be reckoned with. Efficiency is now the business man's watchword. The comfort and convenience of employees is no longer considered as welfare work, but is looked upon by the real captain of industry as good, sound, business sense.

This telephone bracket absolutely does the work claimed. It saves time, it saves valuable desk space; it avoids accidents, such as over-turned ink-wells and disarranged papers; it prevents the 'phone from falling, causing service interruptions due to a broken receiver, cord or mouthpiece, and it prevents foreign noises from being communicated into the telephone. The BURNS HI-LO keeps the 'phone out of the way yet within easy reach; it brings the 'phone to you instantly. Several persons can use the telephone without inconvenience to anyone.

Order Now

Now is the time. Not tomorrow, next week or next month, but now. Write for some brackets today, make up a window display; talk telephone brackets to your salesmen and to your customers—then watch results. There are many business men in your locality who want a practical telephone bracket and we make that bracket. Now, it is up to you to get the profit that comes from bringing the two together.

A good window display and a little salesmanship will make dollars in profit for you.

Manufactured by

American Electric COMPANY

State and 64th Sts., Chicago, U. S. A.

built into these desks the same substantial service qualities that are characteristic of Allsteel files. All joints in both desks and drawers are welded so that they are really of one-piece construction, and can never warp, crack or come apart. Tops or writing beds are substantially reinforced; every detail is made unusually strong and lasting.

In finish and fitting Allsteel desks meet the requirements of the finest offices without unreasonable cost. All styles are furnished in mahogany grain, oak grain or olive green finish; tops are a pleasing and durable green linoleum, fitted with cold-drawn bronze building strips. Cast bronze hardware and bronze foot castings are furnished, all brush-bronze finish.

There are seven styles of desks in several sizes and three finishes, including typewriter desk and stand, and, in addition, a full line of office tables which can be supplied with or without drawers. Bookkeepers' standing desks of Allsteel construction and finish are made promptly to order.

All desks are fitted with vertical filing drawers and storage drawers made entirely interchangeable in the

All-Steel Office Table.

same and opposite pedestal. This means that drawers can be arranged to meet the individual man's needs. Large drawers have follower block; storage drawers are provided with partitions adjustable on 1 1/16-inch centers. These drawers are designed with ample room to carry 8x5 card indexes with guides; a distinct advantage.

The many features of convenience, durability and appearance would, if necessary, offset price considerations, but Allsteel desks and tables are very moderately priced, so that the agent who carries them has a broad market. In addition to the standard desks a flat top economy desk is made, which will meet general office needs at an unusually favorable price. Nothing in construction or finish has been sacrificed, but the details are simpler, the bronze strip and foot castings being replaced with steel finished like the desk.

The entire line of Allsteel desks and tables is well described in a new catalog which will be sent to anyone on request.

New Store at Dover, N. H.

Edward H. Quimby, who for five years or more has covered Southern New Hampshire and part of Maine and Massachusetts selling typewriters and office supplies, has opened a store in Dover at 106 Washington street, where he will carry a full line of typewriter, office and school supplies.

The interior furnishings of the store are of oak with gray-green side walls, producing a color scheme of striking effect, especially when seen under the mellow glow of the

$1.00

$12

Only $15
Meilicke
Collection Register

Handle Your Business

with

Meilicke Sight Systems

The Meilicke devices have a patented hinged card which makes it possible to tip cards into reference and writing position without taking them from the frame.

Active Phone List	$ 1.00
Tariff Device	12.00
Price Checking System	12.00
Follow-up System	12.00
Collection Ledger B	12.00
Collection Register	15.00
Household Ledger	1.25
Perpetual Inventory System	12.00

Every Tab Always In Sight

The PRICE CHECKING SYSTEM places fifty to sixty thousand answers at your fingertips. Whether you are checking cost or sales price makes no difference.

The PERPETUAL INVENTORY SYSTEM makes it possible to keep a perpetual inventory with very slight effort. The system is well adapted to the shoe business, repair business, machine business and in fact any business involving numbered articles.

The FOLLOW-UP SYSTEM will take care of any account or follow-up in a most unique way. No item needs to be re-entered. It will take care of a prospect from start to finish.

The COLLECTION LEDGER takes the place of the ledger you are now using and has the additional feature of also handling your collections.

The COLLECTION REGISTER is intended for notes, contracts, mortgages and the like. It has a card for every day in the year. All items due on the same day are entered on the same card; therefore come up together. Signals are used for following up the past due.

Write for Our Dealer Proposition

The Rapidly growing demand for Meilicke Systems has been the year's sensation of the Business Equipment world. Every business is a prospect. The sales field is unlimited. There is a liberal margin for you on every sale. We help you sell.

Meilicke Calculator Co.
412 Thompson Bldg. Chicago, Ill.

TENSION
Mail Containers

are used in every line of business and they cover the mailing needs of any and all of your customers.

The Tension line includes open-end tension envelopes, double metal-clasp envelopes, single metal-clasp envelopes, metal-flap clasp envelopes, document envelopes, photo-mailing envelopes, filing envelopes, folders, mailing boxes, etc., etc.

You will be especially interested, perhaps, in the Open-End Tension Envelope you've seen everywhere and the Metal-Clasp Envelopes, one type of which is illustrated.

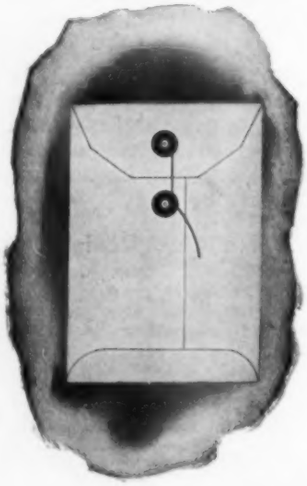
Our book, "Envelope Specialties," is in itself an education in mailing containers. Send for the book. It's yours for the asking.

The Tension Envelope Co.
INCORPORATED
296 Broadway, - NEW YORK, N. Y.

PIONEERS AND ORIGINATORS

Factory: Bush Terminal

Selling Agents in Principal Cities



semi-indirect lighting system. The furnishings were especially designed for the store.

Mr. Quimby is the New Hampshire agent for the Corona typewriter, also for the L. C. Smith and other standard machines. In addition to selling new typewriters he will also carry in stock rebuilt and second-hand machines of every make.

He is New Hampshire representative for the Herring-Hall-Marvin Safe Company, the Burroughs Adding Machine Company, and the Art Metal Construction Company.

Mr. Quimby's knowledge of the office equipment field has been gained through personal experience and with the largest and best concerns in this country catering to this class of trade.

Striking Art Metal Catalogue.

The 1916 catalogue No. 758, published by the Art Metal Construction Company of Jamestown, N. Y., contains 96 pages and cover, 8½x11 size, tastefully bound in brown with flyleaf pages of similar color.

Quite a number of the items are shown in actual colors. Pages 10 and 11 show the olive green finish; pages 29, 32, 38 and 39 show mahogany; 53, 55 and 56 oak; 91, circassian walnut.

Several new lines are described in the catalogue, including counter height units, Amco sectional vertical file, Amco line of corporation desks, etc.

The first several pages of the catalogue are given over to the whyfors of Art Metal with photographs illustrating the various points.

New Playing Card Designs.

The U. S. Playing Card Company of Cincinnati, Ohio, always alert to improve its lines, has recently designed some new styles of cards whose beauty and quality make them particularly attractive to lovers of card games. We

60—ROSES.

20—HOMEWARD.

Two New U. S. Playing Card Company Designs.

present herewith facsimile reproductions in reduced size of the backs of two of these new designs. The "Homeward" card is a country scene showing a farm workman driving home at the close of the day's plowing. "Roses" is a very attractive picture of a young woman bearing a bouquet of her favorite flower.

The U. S. Playing Card Company has favored us with a brown and gold booklet containing the most beautiful collection of playing card designs it has ever been our good fortune to see. This booklet reproduces more than fifty different designs of the backs of cards in addition to the various initial designs which the company has adopted for the convenience of those who desire to use cards bearing their family initials. Most of the designs upon the backs of these high-grade playing cards are reproduced from celebrated paintings, which have been copied with rare

Art Metal
Jamestown, New York
U·S·A

The Most Comprehensive Steel Line

Art Metal Steel Office Furniture and Filing Equipment includes everything for the office, from a waste basket to equipment for the complete outfitting of a skyscraper.

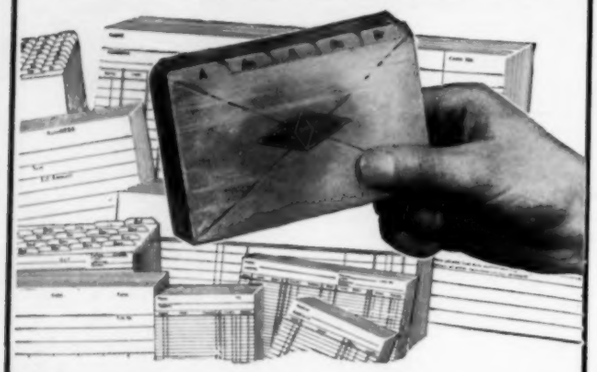
Customers come for wood but buy Steel when they learn that Art Metal Steel Office Furniture and Files can be bought at prices as cheap as wood.

"Making 1916 Big for Both of Us" is the title of a handsome album which contains suggestions for window displays, and many other pointers of vital interest to every office equipment dealer.

One copy of this album de luxe will be sent gratis to prospective agents who write for it on their letterhead. As the edition is limited requests will be granted in the order received.

Art Metal Construction Company, Inc.
24 Gifford Avenue. Jamestown, N. Y.

"B-M" Card Index Supplies Come to You in Dust and Soil-Proof SEALED PACKAGES; Service, Quality and Full Count Guaranteed



The "B-M" Card Index & Vertical File Supply Line is the Kind You Have Always Wanted—

Not only because of their uniformly superior *quality* but because they are made, wrapped, sold and guaranteed *clean*.

As dealer or buyer — you will endorse the "B-M" Card Index and Vertical File Supply Line the minute you see and compare them. Furthermore, once you see and compare, you will hardly be entirely satisfied to use anything else.

Browne-Morse "Quality" in Filing Equipment and Supplies

The same sweeping guarantee of quality and satisfaction that has always characterized the sale of Browne-Morse Filing Equipment is back of every package of Filing Supplies we make.

The "B-M" seal is your protection against an unsatisfactory "buy", our pledge that you will always get more in *quality, service* and *satisfaction* than you pay for.

Write Today for the Data You Want—

To every business man who wants the appearance of his office to reflect his own appreciation of fine furniture, the "B-M" Office Equipment Catalog No. 14 will be found exceedingly helpful.

We will send a copy of this book together with complete information regarding the new "B-M" Supply Line, free on request.

Browne-Morse Company
14 McKinney Ave. Muskegon, Mich.

fidelity to color and detail, and lithographed on the backs of these cards with such skill that they are a delight to the eye.

We take advantage of this opportunity to thank the U. S. Playing Card Company for its courtesy in forwarding this handsome souvenir.

Big Demand for Spreader Paste Tubes.

It is stated that the Robert Keller Ink Company, Detroit, Mich., has experienced a considerably increased demand for its Elastic Spreader Tubes, mucilage, office paste and liquid glue, and has accordingly arranged a portion of its factory for the manufacture of these articles. It is said that the company is now in a position to make prompt deliveries.

Keller's Elastic Spreader Tube filled with Keller's photo office paste for crepe and tissue paper work, photo mounting, etc., is always an attractive novelty for the dealer to display on his counter, where it is a ready seller.

Keller's office mucilage is also put up in these elastic spreader tubes, as is Keller's liquid glue, which is useful

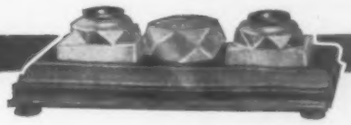
Keller Elastic Spreader Tube.

for sticking and holding leather, crockery, wood, china, glass, etc.

The Robert Keller Ink Company, by the way, has changed the name of its standard writing fluid to Keller's American Writing Fluid. In a recent folder the company announces that this fluid writes a fast blue-black from the start and turns to a permanent black. It does not gum or corrode the pen, and is made entirely from American-made dye-stuffs by the company's new process.

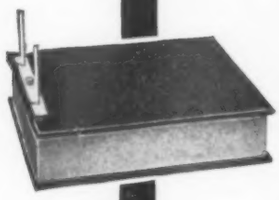
Cuspidor Discounts Withdrawn.

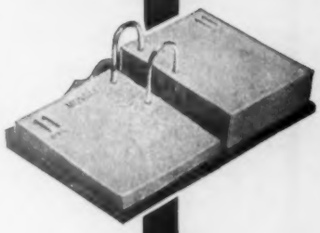
The Ireland & Matthews Manufacturing Company, manufacturers of "Quality" cuspidors, Detroit, Mich., state under date of March 31 that they have been compelled to withdraw all discounts on brass cuspidors. The company notified the trade by mail that there would be a reduction in discounts after March 15, but on the 28th the company received news from the mills of a very heavy advance in the price of metal, with no assurance of prompt deliveries. The company is therefore compelled again to change its discounts. They will be glad to quote net prices on any cuspidors dealers may want, but these prices are for immediate acceptance only. The present outlook does not indicate that there is any relief in sight for at



The House of Tatum

Established 1859

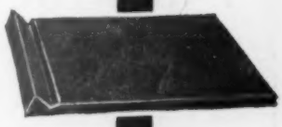




LOOSE LEAF DEVICES
STATIONERS' SPECIALTIES
POWER PAPER DRILLS
Paper Punches and Perforators

Our goods are known throughout the world and for 57 years have maintained a uniform standard of quality. We manufacture a complete line of

Loose Leaf Ledgers	Copying Presses
Post Binders	Copying Appliances
Sheets and Indexes	Ink Stands
Price Books	Paper Weights
Photo Albums	Stick Files
Magazine Binders	Catalogue Racks
Loose Leaf Metals	Stationers' Glassware
Twine Boxes	Wire Letter Trays
Mail Boxes	Wire Waste Baskets
Dumb Bells - Quoits	Broom Racks

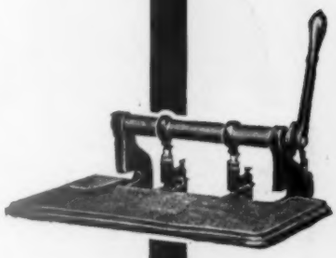


Paper Punches operated by hand, foot, steam or electricity, Paper Perforators, Single and Multiple Spindle Paper Drills, Indexing and Tab-Cutting outfits and other up-to-date equipment.

Our long experience in oversea shipping insures careful attention to Export orders.

Catalogues on request

The Sam'l C. Tatum Co.



Main Office and Factory
Cincinnati, Ohio,
U. S. A.

New York Office
54-60
Lafayette Street

Makers of "The Line of True Merit"

CARBON PAPER
DEALERS AND AGENTS
ATTENTION

Are you the leader in your territory? Can you meet all fair competition? Can you depend upon repeat orders? These questions are of vital importance to dealers, but especially to progressive CARBON DEALERS. We have a proposition that will interest up-to-date progressive AGENTS or DEALERS to handle our line. Exclusive territory given. If interested write for particulars, and descriptive booklet A-1.

THE MERCURY MFG. CO.
ROCHESTER, N. Y.

Typewriter Supply Men and Repairmen

There are several reasons why *you* are logically the man to handle and make a large margin of profit on

AZORA AIR CUSHIONS

Patented Dec. 21, 1915

In the many offices that you visit daily every typewriter that is not already equipped with Azora Air Cushions represents a prospective sale.

You can attach Azoras in a few seconds, while asking the customer whether he has ever used them. The beneficial effect is so immediately evident that the rest is simple.

Azora Air Cushions are built on the same successful principle as the automobile tire, a combination of air chamber and rubber—of the greatest resiliency.

Azora Air Cushions would work in with your business excellently. We'll be glad to tell you more about their sales possibilities—their nerve-saving, typewriter-saving, sanitary features.

Let us hear from you today.

AZORA RUBBER COMPANY
Manufacturers
1945 South 54th Ave., CICERO, ILL.

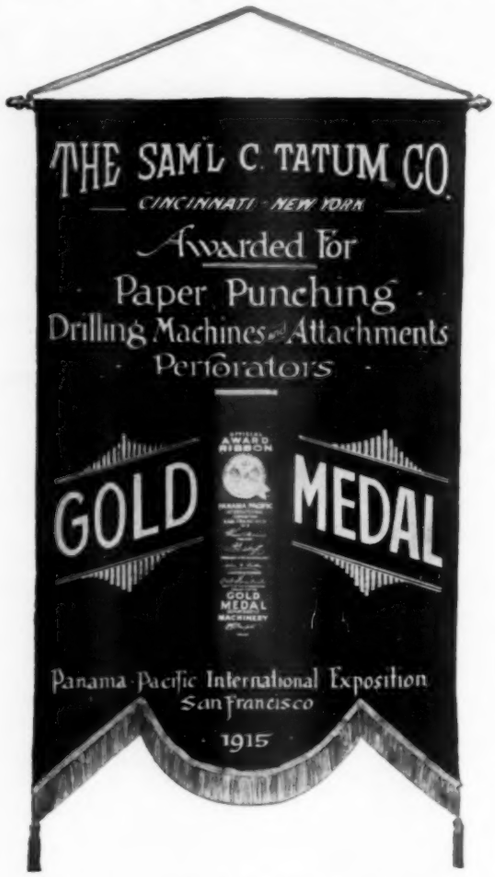
Sole Agents for India:
PADAM GODREZ & CO., 291 Hornby Road, Bombay.

least a year to come, and in all probability there will be a further increase in the price of metal.

The question of deliveries is a serious problem. A year ago brass could be obtained in ten days' time but now it is a matter of five months before the material can be had.

Tatum Company Awarded Gold Medal.

The Sam'l C. Tatum Company of Cincinnati, Ohio, received at the Panama-Pacific Exposition a gold medal award which covered a considerable variety of devices, including its paper drills, paper punches and attachments, and paper perforators. The gold medal award thus achieved carries considerable significance as to the quality of the Tatum machines, which are in use throughout the entire civilized world and are recognized as standard. This is further attested by the fact that the Sam'l C. Tatum Company has placed its machines in all the important government departments at Washington, including the government printing office, also in the government printing office at Manila, and with the Isthmian Canal Commission at Colon, Panama and Mt. Hope, Canal Zone. Some of these machines are in use in some of the foreign government printing offices. Indeed, two of the largest orders this company ever shipped went to Hobart, Tasmania and Johannesburg, South Africa.



Banner Announcing Tatum Gold Medal Award.

The Tatum Company is naturally proud of the gold medal award.

An Efficient Branch Manager.

It gives us pleasure to present here a sketch of Charles J. Rogers, manager of the Washington, D. C., branch of

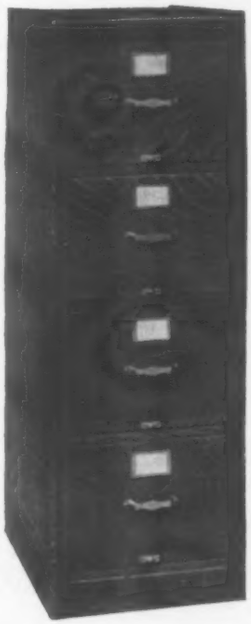
BOSTON DESIGN VERTICAL CABINETS

High Grade Cabinets of Conventional Design

Selected Quartered Oak—Cast Bronze Hardware

Removable Ends

Light Oak Finish



4-Drawer Boston Design

Seven Styles
- Letter
- Cap
- Invoice
- Order
- Document
- Card Index
- Cupboard

Our Brighton Design Vertical Cabinet is made with Solid Ends

CARD CABINETS

TWO GRADES

BOSTON DESIGN

Quartered Oak
Dovetailed Joints
Cast Bronze Hardware

Made in
1, 2, 4, 6 Drawers
for
3 x 5, 4 x 6, 5 x 8
Cards

BRIGHTON DESIGN

Selected Plain Oak Shell
Quartered Drawer Fronts
Pressed Bronze Hardware

BOSTON INDEX CARD COMPANY

113 Purchase Street, Boston 395 Broadway, New York

The Eureka Blotter Bath and The Eureka Sanitary Copying Cloth

constitute a perfect sanitary system of letter press copies. The impregnated stone composition bath affords an absolutely even distribution of moisture to the cloth, at the same time precluding bad odor, mustiness and mildew. The wire net in the composition makes the bath practically unbreakable. They are furnished in all sizes from correspondence to waybill.

The patent chemical surface cloth which we furnish with non-raveling edge insures clean cut copies.

There are more Eureka baths in use than all others combined.

Sold exclusively through dealers.

Write for the Eureka Booklet.

The EUREKA BLOTTER BATH CO.
6215-17-19 Wentworth Ave., CHICAGO, ILL., U.S.A.

You'll Find It Pays

to be able to furnish your trade with a fire-proof receptacle which not only protects against fire, dust and theft, but is also convenient for storing things of value: Important papers, office and factory supplies, stationery, etc.

Terrell's Steel Cupboards

have a practical system of shelf supports at one-inch intervals permitting adjustment of the shelves to any distances between shelves without the use of bolts.

The large field offered for the sale of these cupboards in offices, institutions, etc., and the reasonable prices at which they are offered to the trade make the line a most profitable one for the dealer.

For details write

Terrell's Equipment Co.
Hilton Street GRAND RAPIDS, MICH.

the L. C. Smith & Bros. Typewriter Company. The particulars for this sketch are taken from the little magazine, "The Government Clerk," a magazine devoted to the interests of federal employés.

Mr. Rogers was born thirty years ago on a farm near Lowville in northern New York. After finishing in the country school he entered Lowville Academy, but when fifteen years of age entered the Albany Business College and it was here he first became acquainted with a typewriting machine. His first position in the mercantile world was with a dry goods house at a salary of $3.75 a week. He later worked for the American Locomotive Company for a period of seven years. When he came to Washington in 1910, few people here knew anything of Rogers or the L. C. Smith typewriter. The old saying that "time changes all things" certainly is proved in this case, for today the Smith typewriter is known and used

Charles J. Rogers, Manager, Washington, D. C., Office of the L. C. Smith & Bros. Typewriter Company.

extensively throughout the Government service and commercial Washington as well, due to the excellent organization headed by Mr. Rogers. Besides being connected with several clubs and fraternities in the city, Mr. Rogers is a director of the Franklin National Bank and of several large corporations in the District of Columbia, is an enthusiastic motorist, owning several high powered cars. Apparently Mr. Rogers' hobby is silent typewriters and silent motor cars.

An Exhibit of Fibre Specialties.

The American Vulcanized Fibre Company of Wilmington, Del., had an interesting exhibit at the Eighth Annual Exhibition of Railway Appliances held by the National Railway Appliances Association at the Coliseum, Chicago, March 20 to 23, inclusive. The display included a wide variety of Vul-Cot wastebaskets, rail joint, steel cross tie and switch rod insulation and other fibre specialties. The booth was in charge of John Barron, manager of the Pittsburgh office in the Oliver building and in

You Save Money—

When You Buy It And Every Time You Use It

$30

COMPLETE

The Rotospeed is a money-saving machine. It prints *perfect* form letters and perfect copies of office and factory forms. It is used equally well for typewritten and autographic work. It is a complete but *simplified* duplicator. It does everything that a stencil duplicator can do. It *saves* more money and *makes* more money than any efficiency machine we know of. Yet the price complete is $30.

Money-Making Offer to Dealers

Rotospeed sales are increasing rapidly. Thousands are being sold and every sale means a new customer for one of our dealers.

Exclusive Sale

is granted to one progressive dealer in each city. Our co-operative selling plan does more than half the work of selling.

Write for Our Proposition

It will open up a new line of bigger business for you. Send today.

ROTOSPEED

STENCIL DUPLICATOR

Manufacturers! Retailers! Wholesalers! Think of the advantage of having this machine in your office. There are literally dozens of jobs, ruled forms, price lists, notices, etc., that can be printed on it at a trifling cost. Your stenographer or office boy can print clean cut, high class form letters at the rate of 75 per minute, at a cost of 20c a thousand.

8 Vitally Important Exclusive Features

1. The Rotospeed prints a perfect copy with every forward turn of the handle.
2. Every Rotospeed is equipt with a semi-automatic feeding device which gives accurate printing and high speed.
3. The head spacing adjustment permits easy adjustment of the printing anywhere up or down the sheet without removing the stencil.
4. Ink pad and stencil paper are easily removed without soiling the fingers. No loose parts.
5. Feed board is adjustable so that any weight of paper may be fed rapidly.
6. A special cylinder lock holds the cylinder in any position while stencil or ink pad are changed.
7. The printing cylinder is large enough to print forms 8½ x 16 inches. It will not corrode and is easily cleaned.
8. The Rotospeed receiving tray stacks the finished work in a neat pile.

FREE TRIAL IN YOUR OWN OFFICE

Our liberal selling policy enables you to take this efficient machine into your office to give it a thorough trial. We send it complete with a full equipment, a quire of wax stencil paper, a quire of No Wax Rotospeed stencil paper, ink and all other supplies. In many offices it pays for itself in one day's work. One machine has saved one manufacturer over a thousand dollars. But if this trial does not satisfy you it costs you nothing. Send at once for samples of work and full particulars—or order a machine at once on the free-trial no-risk plan.

THE ROTOSPEED COMPANY

584 W. Fifth Street **DAYTON, OHIO**

Quik-Est

Adjustable Filing Case WITHOUT DRAWERS, is best for all purposes —letters, vouchers, address and cost cards, bills of lading, etc., etc. Saves time and floor space.

DIRECT TO YOU

Special discount on 100 per month —one to a customer, May 45%, June 40%, July 35%, August 30%, September 25%, October 20%, November 15%, December 10%. After January 1st, 1917, NET. Act quickly—NOW.

FILING CABINET CO.
HOLLY - - - MICHIGAN
Manufacturers of
Quik-Est

VENUS
10¢ PENCIL

These pencils in your store make steady customers for you.

Good Signs

Retailers everywhere are finding that the public is learning the advantage of buying the best there is.

That's why *Venus* and *Velvet* are kept in stock by discerning dealers.

The care exercised in their making and their quality account for their superiority and their remarkable popularity.

17 standard Venus degrees from 9-H, hardest, to 6-B, softest. Also two copying degrees.

American Lead Pencil Co.
220 Fifth Ave., New York
Also Clapton, London, England

Write to-day regarding prices, dealer help, special assortments and full information.

VELVET
5¢ PENCIL

charge of a large territory in the Pittsburgh district. He was assisted by William Maxwell, district sales manager in Chicago. The Chicago office and warehouse is located at 600 West Lake street.

The exhibit was attractive and created a great deal of interest.

A Striking Advertising Picture.

The picture of the young people reproduced on this page in Chinese costume gives an idea of a successful piece of advertising accomplished by Edgar H. Barber of the Edgar H. Barber Company, 1431 Broadway, Oakland, Cal.

On February 7 the Oakland Chamber of Commerce gave an ad. mask ball in the new million dollar Auditorium at Oakland. Mr. Barber, a dealer for Eberhard Faber products in Oakland, arranged for costumes for the employés of his store in the manner shown in the photograph. These Chinese costumes were particularly rich and attractive. We are told that they are not the regular rented costumes such as one would obtain from a concern in that business, but were gotten from a lady who makes a business of posing in Chinese garb. Every item is correct and the materials are of rich and expensive quality. The umbrellas which appear in the picture were black, lettered in white and yellow. Each individual was decorated with a

This Might be Part of the Chorus From "Chin-Chin."

number of Eberhard Faber pencils strung on a cord about the neck, and carried a shield bearing the monogram of the Mongol pencil, with a picture of a Chinese juggler balancing a Mongol pencil on his nose.

Mr. Barber was the recipient of many complimentary expressions upon this unique method of advertising Eberhard Faber products. This may be a suggestion which other dealers can work out to advantage.

Directors of National Chamber Meet.

On Thursday and Friday, March 16 and 17, a number of directors of the Chamber of Commerce of the United States held a meeting at Kansas City, Mo., at which a chairman of the executive committee to succeed R. Goodwyn Rhett was appointed. Mr. Rhett was recently appointed president of the national chamber. An official canvass of the votes cast in the Seamen's Act referendum was made. The directors were entertained by the Kansas City Commercial Club, an affiliated member of the national chamber, who gave them an opportunity to see the city and meet its principal business men.

They didn't believe us—

RAMER
REMANUFACTURED TYPEWRITER

Acting upon the report of their expert, Cuban customs officials refused to pass a shipment of typewriters re-manufactured in our plant, as rebuilt machines, stating that our invoice price should be twenty-five per cent higher. The expert reported that the machines should be billed not more than twenty per cent lower than the price of new ones and stated further: " * * * said discount is only on account of rebuilding, which, in my judgment, is so perfect that they can practically be considered as new machines."

But—against this one instance where the quality of

Ramer Re-Manufactured Typewriters

got us into trouble, we could cite a thousand where it made friends for us. We believe it always pays to produce the best, despite the annoyance of customs officer and tax collector.

We have spared no trouble and expense in the production of Ramer machines. All our efforts—in output, in service, in publicity—have been toward establishing a character for best quality.

TO YOU AS A TYPEWRITER DEALER

there is a remarkable advantage in this quality. That a good market for rebuilt typewriters exists is indisputable. And our experience has been that the sale of Ramer machines produces satisfied customers and repeat orders. Write us today for our price list, and let us have your next order.

Wholesale Typewriter Company

151A-153A Euston Road
London, W. C., England

314 Broadway
New York, N. Y.

NATIONAL ASSOCIATION NEWS

Information Concerning the Activities of the National Association of Stationers and Manufacturers from Month to Month

OFFICERS:

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Second Vice-President, CHARLES H. CROCKER, San Francisco
Third Vice-President, LANSING G. WETMORE, Rochester
Treasurer, HARRY A. PRIZER, Philadelphia, Pa.
Auditor, HENRY W. ROGERS, New York, N. Y.
Secretary, MORTIMER W. BYERS, New York, N. Y.
Chairman Catalogue Commission, R. D. PATTERSON, St. Louis.

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J. Ogden Pierson, New Orleans, La.

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Edward S. Towne, Holyoke, Mass.
Carl M. Bernergau, Hoboken, N. J.
Andrew L. Weis, Monroe, Mich.

Time and Place of Next Meeting—Atlanta, Ga., Oct. 9-13, 1916.

SECRETARY'S OFFICE—41 Park Row, New York, N. Y.

INPORMATION BUREAU—411 Olive St., St. Louis, Mo.
W. D. Pittman, in Charge.

Convention Headquarters Selected.

The Atlanta Stationers' Club announces the selection of the Piedmont and Ansley hotels as convention headquarters during the meeting of the National Association of Stationers and Manufacturers at Atlanta next fall. These two hotels are just across the street from each other and in the heart of the business section of Atlanta. The registration booth and the first night Traveling Men's entertainment will be held at the Piedmont, where Mr. Bellman will be quartered. All business meetings and mid-day luncheons will be at the Ansley across the street from the Piedmont. Both hotels are modern twelve story fireproof buildings, and we are assured that there will be no advance in rates over those ordinarily prevailing.

Judging from the pictures of the hotels we have received, these are structures of the most modern and attractive appearance, occupying prominent corners in the business section of the city of Atlanta. They may be said to occupy almost the same relative situation as the Auditorium and the Congress hotels in Chicago, so that the convention will be housed in most convenient quarters and will have ample room to handle any number of people who may decide to attend.

The convention commences on Monday, October 9, and comes to an end Friday, the 13th, this day being given over to the general outdoor entertainment.

Hotel Piedmont, Atlanta, Ga.

Hotel Ansley, Atlanta, Ga.

New Features at Atlanta Convention.

At the Atlanta convention of the National Association of Stationers and Manufacturers, October 9, 10, 11 and 12, there will be some new educational features. A collection of photographs of stationery stores, interiors, exteriors, floor plans, show windows, display cases, etc., will be shown in a room adjoining the convention hall. In this room also there will be a collection of the forms used in the stores and offices and factories of the stationers throughout the country. A full collection of blanks for purchasing, charging and making cash transactions, etc., will be exhibited, together with credit and collection blanks. No part of this exhibit, of course, is for sale.

SHAW WALKER

The "Hundred Per Cent" Line

Selected quartered oak in natural light shades. "Hundred Per Cent" Files will *look good* to you in your office.

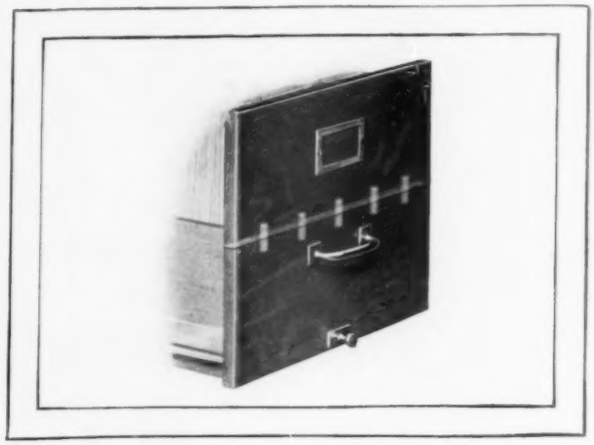
The Newest
Shaw-Walker Letter File

100% in Efficiency - Looks - Value

SHAW WALKER

"NEVERSTICK" IS RIGHT

The improved Neverstick Drawer in the "Hundred Per Cent" File opens and closes with slightest effort. When closed it *fits flush* and appears just like a fitted drawer — except that it *never sticks* under any condition, in any climate. (Patent Pending.)



SLAM-PROOF FRONT

Proof against the grouchiest filing clerk. The sections of the drawer front are doweled — invisibly, of course,—where they meet — and they *stay*. They're rigid forever. No warping. No breaking. No repairs.

WHO SAID "STRENGTH"?

This husky young man's weight on the loaded "Hundred Per Cent" File drawer doesn't wreak slightest damage to the drawer front or mechanism. This is the New Wood Construction, plus the new steel extension slides.

STRONGEST DRAWER-JOINT EVER MADE

Let's see you rip off the front of a "Hundred Per Cent" drawer. Here's a wood file where the drawer front is *not* the weakest part. The *plug reinforced dovetail* construction is the strongest joint made — four times the holding surface of an ordinary dovetail. An exclusive patented Shaw-Walker "Hundred Per Cent" feature.

SHAW WALKER

A "CLOSE-UP" OF THE SLIDE

It is a *steel* track on which the "Hundred Per Cent" drawer glides so slickly. The little lever shown under finger, when lifted as here, allows drawer to be instantly removed from case, and acts automatically in returning drawer.

SEE IT "COAST"

This new drawer runs on roller bearings—ten of them. And the whole slide mechanism is steel, bearings, slide and all. "Won't wear out" is the answer. And "feather weight pull" is the accompaniment.

NEW "PRESS-THE-BUTTON" FOLLOWER BLOCK

Why does it slide along so smooth—no sticking or hesitating? Because it doesn't depend on the *guide-rod*—it runs on rods of its own—two of them. Something brand-new—and much-needed. Adjusts with a touch. Locks instantly. One finger does the whole thing. This is one more example of Shaw-Walker ingenuity.

LOOK AT THE FINISH!

Not only handsome front and sides, but a beautiful *back*. Picture a row of these polished oak panels running across the office as a handy *partition*. You'll never want to hide these backs. Backs, sides and fronts all quartered oak.

SHAW WALKER

NON-TARNISHING TRIM

Label holders, drawer pulls, knobs of *solid cast bronze*—dull finished, dignified—the only trimming fit for the Shaw-Walker "Hundred Per Cent" File. Will not tarnish even with constant use. Will still be handsome a century hence.

EASILY LINKED UP

Any number of "Hundred Per Cent" Files can be linked together beside each other with the minimum of effort. You don't have to stretch your arms off or insult your prayer bones. The adjustable leg bases have an easy thumb-nut adjustment.

RIGHT NUMBER OF LEGS

Adjustable leg bases can be attached to any "Hundred Per Cent" File. Where two files stand side by side, only one pair of legs between them is necessary. Improved looks and reduced cost. Sanitary, of course, and equipped with noiseless "sliding domes."

THE "440" AND "330" LINES

The "Hundred Per Cent" Files having all steel extension slides are designated as the "440" Line.

With the "10-Roller-bearing" wooden extension slides, they are known as the "330" Line. This type of slide has been used by us in the "70" Line, formerly our highest priced wood line. It has been thoroughly tried and tested by ten years of service, and without question is the most satisfactory wooden slide on the market today.

All the other features shown and described in this folder are embodied in both the "440" and "330" Lines.

Both lines are made in letter, cap and invoice sizes, with or without inserts for cards and documents. Quarter-sawed white oak—light oak finish. Also "combination mahogany"—panels of genuine mahogany and stiles, rails, drawer fronts and top of birch mahogany.

HIDDEN STRENGTH IN THE FRAME

You can walk up the framework and not snap one of the slender wooden braces or work them loose. (Try this on an old-style, *nailed* wood file.) The joints are rock-solid. Invisible mortise and tenon (strongest cabinet joint known) join cross-pieces and uprights. This leaves the front line of file clean and unbroken. It is *super-strength plus beauty.*

THE "220" LINE

is the same as the "440" and "330" lines in design and strength, but has a wax finish, stamped trimmings, a simpler, less expensive type of extension slide. It is made of quarter-sawed oak, but the wood is not specially selected for grain effects.

Not as good a file as the "440" or "330" but unquestionably the *best file at its price* on the market today.

Made in letter, cap and invoice sizes, with or without inserts for cards and documents. Comes without finished sides—for stacking several together, using detachable panels for the outside files. Also made with special finished sides for use alone.

COUPON

The Shaw-Walker Co., Muskegon, Mich.

Send me full dealer information about the Shaw-Walker "Hundred Per Cent" Line, discounts, etc., and let me know how strongly you are represented in my locality.

Name.....

Address.....

THE SHAW-WALKER COMPANY

Highest Gold Medal Awards at San Francisco and San Diego Expositions, 1915

NEW YORK
60 Franklin Street

CHICAGO
109 S. Wabash Avenue

WASHINGTON
728 13th Street, N. W.

DETROIT
540 Majestic Building

London, E. C., 33 St. Bride Street

Factory and Home Office, Muskegon, Mich.

Exclusive Agents In All Leading Cities

$1600 in Prizes

The first period of the Irving-Pitt Manufacturing Company's window display contest closes April 30th, 1916

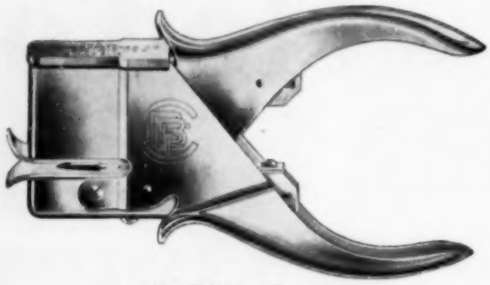
Get your windows in now

For full particulars address
IRVING-PITT MANUFACTURING COMPANY
Kansas City, Missouri

Every Office Should Use

A BUMP PAPER FASTENER

An Indispensable Office Necessity



Net Weight—6 Ounces.

The Bump Paper Fastener is

Economical—Saving space and time, and is moderate in price.
Efficient—Attaching neatly and permanently two to eight sheets of ordinary letterhead paper with one pressure of the hand, and without the aid of staples, clips or pins.
Practical—Simple in construction; no attachments to get out of order.

Foreign business handled promptly and carefully.
This specialty offers good profits to dealers.

FULL DETAILS OF OUR LIBERAL DEALER'S PROPOSITION WILL BE GLADLY GIVEN UPON REQUEST.

BUMP PAPER FASTENER CO.
La Crosse, Wisconsin, U. S. A.

Insure Perfect Service

PINS

BANK PINS
CUSHION PINS
PYRAMID PINS

Your pin orders will receive careful and prompt attention. Satisfaction will be guaranteed if you send them to

CRESCENT BRASS & PIN CO.
DETROIT, MICHIGAN

More Members For The Association.

President Bellman, who has traveled extensively in the south since the March issue of Office Appliances was published, is enthusiastic over the growth of the organization in that section. In our March issue we presented the names of eighty-eight new members who have been enrolled since the publication of the last "Who's Who" book. On this trip just referred to, Mr. Bellman secured three individual members in Atlanta, two retail stationers in Birmingham, and "cleaned the board" at New Orleans, where the National Association already had seven members, which, with the six new retail members and two individual members makes a present total of fifteen members of the National Association in New Orleans. To the eighty-eight new members whose names have already been published there are now thirty-five more to be added, a number of new members having been secured since the foregoing information was received.

On Friday morning, March 10, Mr. Bellman arrived at New Orleans, where he was greeted by leading members of the New Orleans Stationers' Club, which organization that evening gave him an informal dinner at Galatoire's. We are assured that there were no fancy clothes or society features attached to this get-together dinner, but that it was a plain, simple business affair. Every one of the New Orleans stationery houses was represented and when the company were seated there were twenty-eight at the table. Besides Mr. Bellman as the guest of honor, the club had the pleasure of entertaining Mr. Stillwell of the Boorum & Pease Company, Mr. Waddington of Mittag & Volger, Mr. Alderson of the Irving-Pitt Manufacturing Company, and Mr. Perry of the Sam'l C. Tatum Company. All of these gentlemen as well as a number of local men gave interesting talks, and the evening was both enjoyable and profitable.

On Monday evening, March 11, thirty-six of the members of the trade in Atlanta attended a dinner at which Mr. Bellman was guest of honor. This dinner was given by the Atlanta Stationers' Club, whose officers are Ivan E. Allen of the Fielder & Allen Company, president; N. H. Saltzman of the Hirshberg Company, vice-president, and John M. Cooper of the Foote & Davies Company, secretary-treasurer. The meeting was one of unusual interest and enthusiasm. Immediately after Mr. Bellman left the local committees for the entertainment of the convention next fall were appointed. The names of the members of these committees have not yet been announced.

Following is a list of the thirty-five members who have joined the National Association of Stationers and Manufacturers since the list of eighty-eight was published in the march issue of this magazine:

Alabama.

Birmingham—Office Outfitter Company, Inc.; Zac. Smith Stationery Company.

Georgia.

Atlanta—John M. Cooper, Foote & Davies Company; J. Edgar Hart; Charles M. Marshall, Fielder & Allen Company.

Illinois.

Chicago—Chicago Binder & File Company; Eaton, Crane & Pike Company (Harvey S. Adams, district manager); A. J. Johnson & Sons Furniture Company; Peerless Moistener Company; Porter Saftey Seal Company; Rand McNally & Co.; Ravenswood Office Specialties Company; Alexander H. Revell & Co.

Indiana.

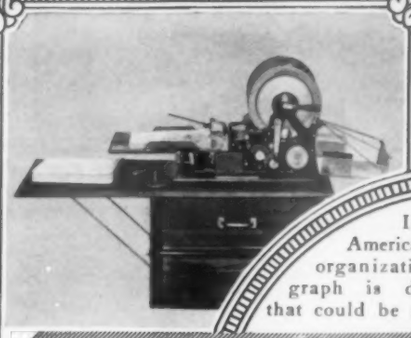
Evansville—Imperial Desk Company.

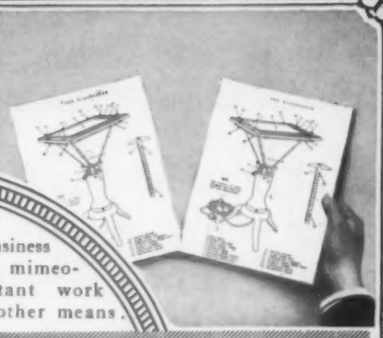
Kentucky.

Louisville—Dearings, Incorporated.

Louisiana.

New Orleans—James M. Colomb, Dameron-Pierson Company; T. Fitzwilliam & Co.; Garcia Stationery Company, Ltd.; F. F. Hansell & Bro., Ltd.; A. W. Hyatt Stationery Manufacturing Company, Ltd.; Thos. J. Moran's Sons; J. Ogden Pierson, Dameron-Pierson Company; Schumert & Warfield, Inc.





In thousands of America's biggest business organizations the new mimeograph is doing important work that could be done by no other means.

MIMEOGRAPH

EDISON-DICK

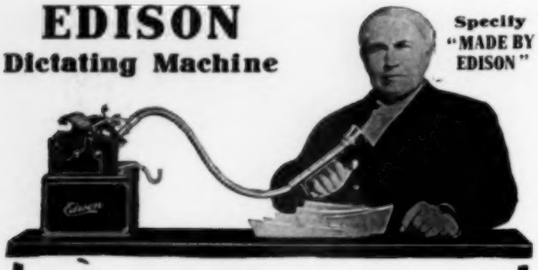
Send for booklet "T"—showing how a waxless stencil has revolutionized office printing. A. B. Dick Company, Chicago—also New York.

This machine—prints five thousand exact duplicates of a letter or form an hour. First copies ready within fifteen minutes. Involves no typesetting or distributing. Simple in construction. Nothing to get out of order. Your typist can operate it—saving time, money, trouble. And the cost for the electrically driven machine is only one hundred and sixty dollars.

This process—produces duplicates so like the original that a magnifying glass shows scarcely a difference. It involves no typesetting or cut making. Drawings, typewriting and handwriting can be printed on the same sheet in one simple and speedy operation. It opens new and big possibilities for forward work in offices, factories, schools and drafting rooms.

EDISON
Dictating Machine

Specify "MADE BY EDISON"



Press the button—dictate any time—any speed—any correction—while typing costs half.
Proven free on your own work.

Send for a file of our complete literature and advice on how you can assist the Edison Sales and Service Organization in your locality and elsewhere.

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Now Saving Money in 153 Lines of Business

The Commercial Duplicator makes up to 100 copies of specifications, accounting forms, bills of material, sketches, bulletins, special reports, orders, inventories, price change sheets, and similar forms.

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No type to set, no stencils to cut. Easily handled by girl or boy. Copies direct from original matter made with pencil, ink or typewriter. It has innumerable uses and every use saves time, speeds up work. We shall be glad to explain the details to you upon request. Write today.

Duplicator Manufacturing Co.
146 Commercial Duplicator Bldg. CHICAGO

Massachusetts.
Boston—Samuel Narcus.
Lee—The Eaton-Dikeman Company.

Michigan.
Cadillac—St. Johns Table Company.
Muskegon—Browne-Morse Company.
Saginaw—Seeman & Peters.

Nebraska.
Omaha—Richards Tag Company.

Ohio.
Cincinnati—Geo. H. Habekotte of The Pounsford Stationery Company.

Oklahoma.
Oklahoma City—Western Bank Supply Company.

Pennsylvania.
Philadelphia—Gans Brothers.

Virginia.
Richmond—The Duplex Envelope Company, Inc.

Wisconsin.
Green Bay—The Automatic File & Index Company.
La Crosse—The Bump Paper Fastener Company.

National Association Offers Prizes.

In order to place before its members the most advanced ideas in store arrangement, display, classification and location of merchandise in stationery stores, the National Association of Stationers and Manufacturers have offered the following prizes:

$50.00 for the best plan and suggestion for the display, classification and location of merchandise for a store approximately 22x100 feet, inside measurement.

$50.00 for the best plan and suggestion for the display, classification and location of merchandise for a store approximately 47x100 feet, inside measurement.

$25.00 for the best plan and suggestion for a display case for showing any kind of merchandise sold in stationery stores.

The plans will be on exhibition at the next annual meeting in Atlanta, October 9, 10, 11 and 12, 1916, where a special committee will be appointed to award the prizes. After the meeting, it is the intention to have the plans put in such shape that blue prints can be furnished to any of the members desiring same, at a nominal cost. Parties desiring to compete can get information by writing to Charles N. Bellman, 321 Superior street, Toledo, Ohio.

Atlanta Committees Appointed.

Local committees for the National Association of Stationers and Manufacturers' convention at Atlanta next October have been appointed and are as follows:

Executive Committee—Ivan E. Allen, chairman, Fielder & Allen Company; N. H. Saltzman, Hirshberg Co.; John M. Cooper, Foote & Davies Co.

Finance Committee—N. H. Saltzman, chairman, Hirshberg Co.; O. L. Jernigan, Lester Book & Stationery Co.; E. C. Clayton, Fielder & Allen Co.; John M. Cooper, Foote & Davies.

Program Committee—Chas. M. Marshall, chairman, Fielder & Allen Company; N. M. Wright, Fielder & Allen Company; O. C. Long, S. P. Richards Co.; Jack Lewis, Joseph Dixon Crucible Co.; G. E. Hart, Foote & Davies; J. T. Miller, Miller's Book Store.

Hotel Committee—John M. Cooper, chairman, Foote & Davies Co.; Henry Kopplin, S. P. Richards Co.; Clyde Archer, Columbian Book Co.; I. A. Hirshberg, Hirshberg Co.; C. M. Conover, Foote & Davies Co.

Reception and Entertainment Committee—John M. Aldredge, chairman, Lester Book & Stationery Co.; Chas. C. Gavan, Southern Book Concern; E. Russ Richards, S. P. Richards Co.; J. J. Wallace, Fielder & Allen Co.; John Henderson, Lester Book & Stationery Co.; M. M. Davies, Foote & Davies Co.; J. W. Fielder, Fielder & Al-

Answer, "Yes, Sir, We Have It," *Every Time*

YOU know that awkward moment when a valued customer finds that you do not carry the article which he confidently expected you to have,—it never happens if you represent "Van Dorn." This great line is complete, from the heaviest to the smallest piece of steel equipment and furniture. No demand can embarrass you if you handle

"Van Dorn means the only really complete line of steel office equipment and furniture made. The "Birds Eye" *shows*. Send now for your free copy.

Van Dorn

"SIMPLICITY in STEEL"

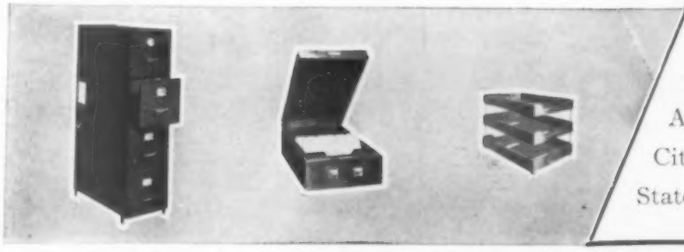
Hard customers are made into easy ones by the *exclusive* "selling points" in practically every article. "Van Dorn" selling talk is different from any other. There is more to talk about. Don't overlook the book shown on the left. It was written just for Dealers.

Write

The Van Dorn Company

2679 79th St., Cleveland, Ohio

U. S. mail boxes are all "Van Dorn." Drop the coupon into one today.



Kindly send me the Dealer ***"Birds Eye"*** book by return mail.

Name .....

Company .....

Address .....

City .....

State .....

Underwood's

EVERLASTING BANK INK

A Quality Product

for

PERMANENT RECORDS

"Lasts as long as the paper"

Put up in handsome attractive style. Quarts and Pints furnished with improved aluminum pour-outs. A great convenience to the user.

John Underwood & Co.

62 PARK PLACE :: NEW YORK

Branch Offices:

BOSTON TORONTO LONDON PARIS VIENNA

SOME day a Proudfit representative is going to call at your office. You may be in the mood to see him, and if you do you'll learn something about Loose Leaf devices you didn't know before and didn't suppose existed.

Perhaps you might be in the mood not to see him; then you'd miss something pretty good.

For the purpose of putting you in touch with the fundamentals of the Proudfit idea and to save your time so you will have a definite reason for desiring to see the salesman, we want to send you our five club booklets. These will give you some advance understanding of what the salesman will have to show you concerning what we are accomplishing in Loose Leaf devices.

Will you let us send these five booklets so you will know a little something about Proudfit Loose Leaf devices and so you will be sure not to overlook a good thing when it comes to you? You will count the five minutes you give to the booklets and the five minutes you give to the salesman, minutes well spent.

THE Proudfit LOOSE LEAF Co.

FACTORY and MAIN OFFICE Grand Rapids, Michigan, U. S. A.

len Co.; J. P. Stewart, Pass-Stewart Co.; W. B. Pass, Pass-Stewart Co.; W. F. Smith, Baylis Office Equipment Co.; I. A. Hirshberg, Hirshberg Co.; Max Samuels, Hirshberg Co.; W. G. Archer, Columbian Book Co.; John M. Miller, Miller's Book Store; Wm. Hirshberg, Hirshberg Co.

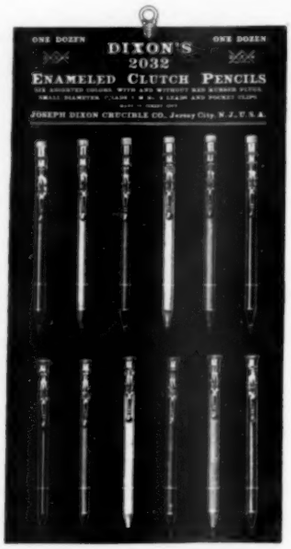
Publicity Committee—Chas. C. Gavan, chairman, Southern Book Concern; N. H. Saltzman, Hirshberg Co.; Ivan E. Allen, Fielder & Allen Co.

Banquet Committee—A. P. Baylis, chairman, Baylis Office Equipment Co.; W. O. Foote, Foote & Davies Co.; John Aldredge, Lester Book & Stationery Co.; Jack Lewis, Joseph Dixon Co.

Dixon Clutch Pencils With Small Leads.

Clutch pencils are in demand and are likely to be popular for a long time, but the clutch carrying a lead of the regular diameter is more practically useful than those supplied with leads of special large size.

Dixon's Clutch Pencil No. 2032 is commanding steady sales because of the small lead feature and because of the attractiveness of finishes, these pencils being enameled in yellow, red, green, blue, white and black, all with safety



Display Card of Dixon's Enameled Clutch Pencils.

clips and a choice of an equipment with or without red rubber erasers.

Dozen cards of these pencils with their bright colored finishes add to the attractiveness of the stationery store.

R. A. Brush Resigns.

Roy A. Brush, after eight years in the employ of Eaton, Crane & Pike Company, has resigned to accept the management of the Cleveland, Ohio, branch of F. H. Roberts & Co. of Boston. They are manufacturers of the famous "Apollo Chocolates" and fine confectionery.

Mr. Brush expects to leave April first to assume his new duties in Cleveland. This position has been tendered Mr. Brush several times in the past, but the remuneration, until now, was not sufficient temptation to induce him to change.

Mr. Brush has been one of the leading representatives for the Eaton, Crane & Pike Company, and his many friends regret his decision. He will be missed on the sales force.

Macey
REG'D. U.S. PAT. OFF.

Corporation Files

Floor space is valuable and you can save more than ten per cent of your filing space by using Macey Corporation Files with their interlocking-end construction. Eleven of these files occupy less floor space than ten of ordinary removable-end construction — an increase of 96 inches in filing space.

Macey Corporation files are built to give satisfactory filing service.

The right end of each cabinet is recessed to receive the projecting left end of the adjoining cabinet. The End Panels fit on in the same way—they become a real part of the cabinet, not a mere addition.

The drawer construction gives strength and large filing capacity—the fronts are five-ply wood and the bodies are metal. All Corporation drawers move on metal side-suspension, roller-bearing slides, which insure smooth and easy action. The metal followers are positive locking, yet easy to move.

By the use of insert drawers, the requirements of any installation can be met. Card drawers, document drawers, storage drawers and electro-legal blank drawers can be substituted for any of the regular Letter, Bill, Cap, or Jumbo drawers. And there are Counter Height Cabinets, too.

Our Corporation catalog will better show you the advantages of this line. It is the file that gives long and satisfactory filing service—the file that means better business.

Write now for Catalog No. C-4116.

Letter Size with two double card drawers, two double document drawers, and one letter drawer.

Bill Size with four double card drawers, two medium storage drawers, and two bill drawers

The Macey Co
Macey
Grand Rapids Mich

We are not fighting in the trenches ❧ Our battle is in the open ❧ what we say we do, we DO do ❧ ❧ ❧

Our line of Carbon Paper and Ribbons has been but little shattered; we are supplying our customers regulary and hope to so continue.

The excellent quality of our

THONI and Nobrac Brands of Carbon, and our TUXEDO and COMMERCIAL Brands of Ribbons

continue to elicit praise from our many friends.

Says one,

"We are greatly pleased with your THONI Brand of Carbon. You may enter our order for immediate shipment of 20M sheets."

Just what you want for your trade. Not TOO high—not so low as to be shoddy—JUST RIGHT.

Write us today, on your letter head.

International Carbon Paper Co.

440 South Dearbon St. CHICAGO — **206 Broadway** NEW YORK

Crane Ladies' Stationery

Sold by all Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the following Styles and Qualities:

SUPERFINE QUALITY. In Light Blue Boxes, containing ¼ ream of Note paper each, and in separate boxes ¾ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY. In Lavender Colored Boxes, containing ¼ ream of Extra Fine Paper each: in like Boxes are Envelopes to match.

Our papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 225 Fifth Ave., New York, whose boxes bear the word "CRANE'S" containing our goods.

This Trade Mark every box

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Z. & W. M. CRANE DALTON, MASS.

Remington Executive Offices to Move to Larger Premises.

The executive offices of the Remington are about to move. After having been located for twenty-eight years in their present quarters at 327 Broadway—so long that the memory of the present generation of typewriter men runneth not to the contrary—the inevitable has happened and the expanding business of the Remington company has compelled it to seek more room for these greater activities.

The new building to which the Remington offices will move on or about the first of next January is located at 374-378 Broadway, only three blocks from the present Remington offices, but on the opposite side of Broadway. The building will be entirely renovated, remodeled and practically reconstructed for the Remington occupancy and will be known as the "Remington Building." The accompanying cut, made from a photograph of the architect's drawing, will suffice to give some idea of the splendid new Remington home, which will be worthy in every way of this great company.

Architect's Drawing of the Remington Typewriter Company's New Home.

The most impressive fact concerning the removal is the enlarged size of the new Remington quarters. The present Remington offices at 325, 327, 329 and 331 look big enough in all conscience. They comprise no less than eighteen floors, including basements, all of them fully occupied and utilized by the various executive and New York City sales departments of the company. The figures concerning floor space, however, are the figures which tell the story. The present Remington quarters, large as they seem, comprise only 50,000 square feet of floor space. The new Remington Building will have 90,000 square feet of floor space, which will be devoted exclusively to the transaction of the business of the company. It is stated that these will be the largest executive offices of any typewriter company.

At This Point In The Sale—What Do You Do?

YOU have just sold a bill of goods—for the sake of argument we will say pens.

The customer is waiting for his change.

What do you do? Do you turn from him to another customer; do you turn from him to some other work that you have to do?

If you don't ignore him entirely, do you just remark "that it is a pleasant day"?

Or, do you take advantage of this excellent opportunity, when his mind is entirely free, to divert his attention to some interesting other article on which you might make a sale?

Just consider a minute. He has bought pens. If he uses pens he must use ink, paper, pencils, blotters, and a hundred and one other products that you sell, and with which pens are used. He is waiting for his change; he *must* wait.

You can waste this opportunity, or you can capitalize it, by interesting him in any one of the above mentioned articles, and leading him from one to the other, create a large sale of goods from a comparatively small original purchase.

Multiply this opportunity by the number of customers you handle in a day, and then the number of days in a year, and you will get some approximate idea of the possible increase in sales efficiency.

This makes very apparent the potential value of the pen department, which we have been emphasizing. The more attractive the pen department is, the more people it will bring into the store, and the more people drawn into your store the more chances you have to extend the purchases into departments other than that to which they were originally attracted.

To assist dealers to thus concentrate and improve their pen departments, there are ten different size Esterbrook Counter Display Cases.

Write us about these today, and for any other assistance we can give to make your pen department bigger, better and more profitable than ever before.

Esterbrook Pen Mfg. Co., 80-100 Delaware Ave., Camden, N. J.

Esterbrook Pens "Easiest to sell!"

OUR INK IS ALL WRITE

Do you realize that in buying ordinary ink you are paying a high price for *water?*

Why not buy just *ink* as you get it in

Eclipse Ink Tablets

and then add the water you need, without added expense? Eclipse Tablets are a fine quality ink—Blue-Black, Green, Violet or Red.

They are guaranteed pure and absolutely unfading; they contain no acid (non-corrosive)

Fine quality ink, in handy tablet form. A little tin, carried in the vest pocket, is equal to the big bottle—only you don't pay for the water (nearly a quart of it!). Simply add water and the tablet dissolves at once.

Eclipse Ink Tablets are convenient—will keep indefinitely. Various departments of the U. S. Government now use Eclipse Tablets.

SEND FOR SAMPLE BOX MAKING FULL QUART

75c for Blue-Black, Green or Violet (32 tablets)
$1.00 for Red - - - (32 tablets)

Stationers and dealers are making a big seller of

ECLIPSE { INK TABLETS INK WELLS

General Eclipse Co., Dept. A. Danielson, Conn.

DODGE

DU TRADE RA MARK BUL

RIBBONS

Are you a "Dodge" user? If not write us and we will give you proof that you should be.

REPUBLIC-DODGE

Douglas St. and Third Ave., BROOKLYN, N. Y.

Of course, expansions of the Remington executive offices are no new thing. They have been going on steadily ever since the foundation of the business. Twenty-eight years ago, when the company moved to its present offices at 327 Broadway, the ground floor and basement sufficed for all its needs. Then step by step the company occupied the remaining four floors at 327 Broadway, then by degrees the entire building at 325 Broadway, and finally, four years ago, the four upper floors of the corner building at 329-331 Broadway. This last move, although it seems very small compared with the new one, looked large at the time. It just about exhausted the expansion possibilities of the company in its present location. Hence, the big move now decided upon.

The twenty-eight years during which the Remington executive offices have been located at 327 Broadway cover a famous period of Remington history. This period began when the Remington Model 2 was the standard typewriter, and has witnessed every successive stage of Remington progress up to the great Remington models of the present day.

May the occupancy of the new quarters cover another period of even greater Remington prosperity and progress!

Paneled Illuminated Stationery

Plate-mark panel so popular in all forms of engraved stationery has been aptly utilized in a new creation of the Bunde & Upmeyer Company. It is an artistic, ribbon-style

Ribbon-Style Initial and Tandem Container of Bunde & Upmeyer Stationery.

initial executed in gold and blue illuminated steel-die stamping on a gold edge sheet or correspondence card with plate-mark panel which will be appreciated by the most fastidious.

The high grade of linen paper employed, the attractive white tandem containers with name steel-die stamped in gold, and dainty packing with silk ribbon, make a combination which with excellent workmanship appeals to those who appreciate this class of stationery. All boxes are wrapped in wax paper protectors to prevent soiling and the initial label on each box enables the dealer to locate easily a box of stationery with any individual letter desired.

A more attractive package cannot be conceived as a gift, and the price gives the dealer an opportunity for a substantial profit. Orders for fall delivery will be accepted now. Samples will be sent upon request by the Bunde & Upmeyer Company, Milwaukee, Wis.

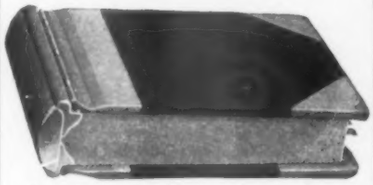
National Envelope Company Increases Capital.

The National Envelope Company, Inc., of Philadelphia, has announced an increase in its capital stock from $10,000 to $25,000, and because of contemplated enlargements in their field and in their output as well, have changed their corporate title to the National Fibre Stock Envelope Company.

Developments interesting to the trade are expected to be announced at an early date. J. W. F. Blizard, who has active charge of the executive force of the company, as well as W. H. Dougherty, who cares for the manufacturing problems, are to be congratulated on the development and the advanced prestige of the company since they took hold of its affairs.

NATIONAL

QUEEN



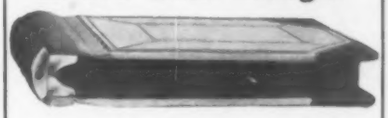
Loose Leaf Ledger

The QUEEN is as handsome and strong as a Loose Leaf Ledger can be made. The binding is Genuine English Pigskin, with rich Dark Green Corduroy Sides. The mechanism is of the very best material—Round Back, Curved Steel Hinges, Cylinder Lock, with detachable flat key, not easily duplicated. This Ledger has every refinement—Subdivided leather tabbed index, reinforced post holes, and mechanically treated hinge.

COVERS ALONE
$11 to $13.35—LIST

RIVERSIDE

Loose Leaf Ledger



The RIVERSIDE Ledger differs from our popular Holyoke Ledger only in the covers. The mechanism is the same construction—all parts being steel. The binding is double thread Blue Slate Canvas, Red Cowhide corners, reinforced canvas hinges, lithographed lining and fly leaves to match. The demand for a durable, low-priced ledger of this sort was so marked that the stock sizes have recently been increased to seven.

PRICE RANGE
COVERS—$3.50 to $5.50—LIST

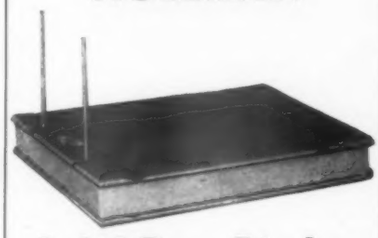
EMERALD

Loose Leaf Ledger

A wonderful book value. Bound in Imitation Pigskin Back and Corners gold-tooled with Green Corduroy Sides. The Buff Linen Ledger Paper Index is linen stayed with Green Tabs to match binding. Fly Leaves and Lining Sheets lithographed. The frame is made of pressed steel. The mechanism is simple—a detachable flat key controls the expansion, which is 90%.

OUTFITS—2 Sizes
Complete—$7.50 and $9—LIST

NORMAN



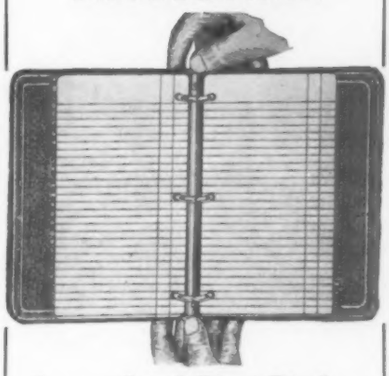
Solid Post Binder

A substantial binder for Order Blanks, Bills Lading, Delivery Receipts, Inventory Sheets—all Office Memoranda. Bound in Full Duck with corners. A simple but effective center-lock mechanism is operated by a permanent collapsible ring key. A half turn of the key securely locks the top cover to both posts.

SPECIAL NOTE—8 Stock Sizes have 2 posts set to fit the outside posts of Ring Price Books.

Special Sizes to Order

NATIONAL



Loose Leaf Ring Binder

Engineering Data, Maps, Blue Prints, Sketches, Correspondence, Factory Records, Operating Costs, Pay Rolls, may be bound in these convenient Ring Books and Indexed. TWO BINDINGS—Full double thread Blue Slate Canvas, stiff sides; Black Sealgrain Cowhide Back, and stiff cloth sides. Narrow heavy gray Press Board Guard Sheets. New NATIONAL "Booster Device" mechanism.

12 Stock Sizes

DEVON

Loose Sheet Holder

Especially adapted to Order, Checking and Shipping Departments where only one side of sheet is used. The bottom is not hinged, permitting quick removal of contents. The covers are heavy binders board, lined with press board to give flat writing surface. Holds one sheet up to full capacity of $\frac{3}{4}$ inches. Special sizes can be made up to $1\frac{3}{4}''$. Office men devise their own uses for this handy office appliance.

See Catalog F for Complete Table of Sizes

NATIONAL BLANK BOOK COMPANY

HOLYOKE, MASS.

Coin Bags

Coin Bags are the only efficient method of handling money, either wrapped or in bulk.

In addition to this your name on each bag identifies the package of money.

Bemis Coin Bags have been standard the Country over for many years.

Ask your dealer to show you samples or write to

BEMIS BRO. BAG CO.

SAINT LOUIS.

Established 1858

Dealers There is money in coin bags for you. You should know about our special dealers' plan. No carrying of stock necessary. BEMIS COIN BAGS are furnished with your imprint, insuring repeat orders. Don't Delay—Write Today.

Creating A Big Demand

IT'S the high quality of Berger's Steel Filing Cases backed up by advertising like that shown herewith, in national mediums, that is creating such a big demand for Berger

"1300" STEEL UNITS

This complete line meets every requirement and offers dealers an exceptional opportunity for large sales and good profits.

Our Co-operative Department has some good sales ideas to help you. Why not secure the agency for this profitable line? At least investigate our proposition. Write for full details and copy of Monograph H. O., "The Armor Plate of Modern Business."

The Berger Mfg. Co., Canton, O.

BRANCHES:

Boston, New York, Philadelphia, Chicago, St. Louis, Minneapolis, San Francisco
Export Dep't: Berger Bldg., New York City, U. S. A.

A Statement to Dealers.

The following statement has been authorized by the Yawman & Erbe Manufacturing Company of Rochester, N. Y., to its dealers:

"Those of our customers who have ordered supplies during the last few weeks, may have experienced some delay in getting certain items, and we believe that an explanation of conditions will be appreciated.

"During our entire business career we have never had as large a volume of supply business as we have received this fall and winter. Even by anticipating the possible demand, based upon last year's consumption, plus a considerable percentage for increase, we have been unable to keep up with our orders for paper products.

"The following are a few of many reasons why this condition exists:

"1. A general retrenchment policy adopted by everyone, a year and a half ago.

"2. An unusual and unexpected increase in business, which necessitated enlarged filing equipment.

"3. A prevailing optimistic feeling, encouraging the installation of big equipments.

"The supply department of our factory has been running to its full capacity, day and night, but we are unable to give our customers the service to which they are entitled.

"We sincerely trust that we have not inconvenienced you by delay in delivering goods, and we assure you that we are making unusual efforts to overcome the present condition, and hope that it will not be long before we will eliminate entirely our "Short List", as well as be in a position to give even more prompt service on special orders than heretofore.

"In view of existing conditions in raw material and manufacturing markets, we urge our customers to anticipate their requirements several weeks in advance, which will tend to avoid the inconvenience of being without goods."

Spokane Underwood Meeting.

A meeting of the Spokane sales force of the Underwood Typewriter Company was held March 1, on the occasion of the formal opening of the new Underwood store in Spokane.

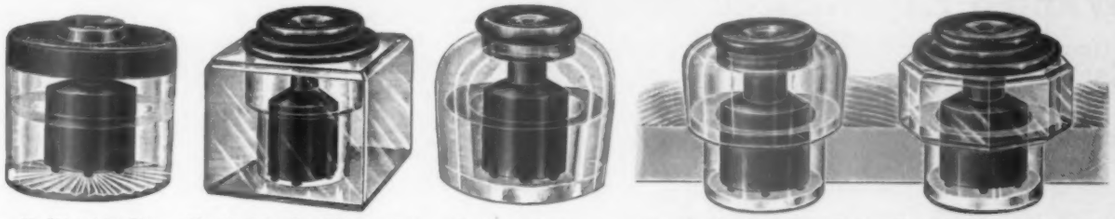
C. V. Oden of New York attended the meeting on behalf of the home office of the company, and delivered a lecture on the demonstrations of the Underwood.

The Underwood branch at Spokane was established in 1908. For a number of years this office has been located on the ground floor of the old National Bank building, but the business outgrew its quarters during the last two years, and more space, with improved arrangement for efficiency and convenience, became necessary.

The new Underwood store at Spokane is located in the very heart of the business district, and its arrangement is typical of the most approved typewriter store plans at this time.

Dave Bloch Continues Bloch & Herzberg Business.

On Saturday, March 11, the firm of Bloch & Herzberg, Inc., advertising agents at 10 East Forty-third street, New York City, was dissolved by mutual consent, Dave E. Bloch continuing the business as Dave E. Bloch, Advertising. Mr. Bloch is a man of large experience in the advertising business, and we are sure that he will continue his successes in this line. He has a wide acquaintance among office equipment men all over the country and is admirably fitted by character, training and ability to handle large advertising accounts.



No. 51. 3 in. Size Plain Glass, $1.50 — No. 52. 3 in. Cut Glass, $2.00 — No. 53. 3 in. Plain Glass, 1.75 — No. 55. 3 in. Size Plain Glass, $1.50

All "Sengbusch" inkstands are made of high grade, clear, white glass and hard rubber, not composition.

No. 60. 3 in. Plain Glass, $1.50 — No. 57. 3 in. Cut Glass, $2.00

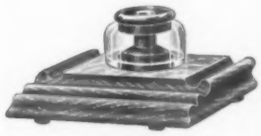
Above inkstands set into round hole in desk or base and may be equipped with lock and key—just the thing for public desks. Can't spill nor be stolen.

No. 300
With Pressed Glass Stand, $2.00

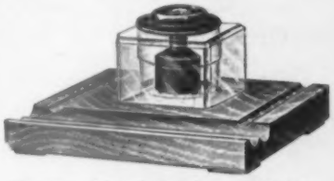
PERHAPS there is nothing in the line of office appliances that is more appreciated, or more generally useful than the Sengbusch Self-Closing Inkstand. It is generally acknowledged as the standard.

No. 101, with Oak Stand, $3.25
No. 103, with Mahogany Stand, 3.50

SENGBUSCH *Self-Closing* INKSTAND



No. 131, with Oak Stand, $2.75
No. 132, with Mahogany Stand, 3.00



No. 401, with Oak Stand, $3.25
No. 402, with Mahogany Stand, $3.50

No. 105, with Oak Stand, $2.75
No. 106, with Mahogany Stand, 3.00

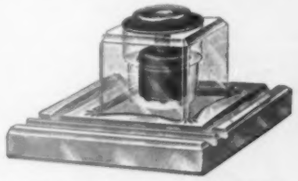
The illustration shows a sectional view of the "Sengbusch."

The float in the center is depressed when the pen is inserted, causing the ink to overflow at the top of the fountain in the inside of the well, thus flushing the pen with clean and fresh ink—just enough to fill it properly, with no danger of its falling off and blotting things.

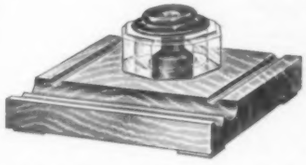
When the pen is withdrawn the float seals the well like a cork. No ink can evaporate. What is not used stays in the well, with no possibility of becoming thick.

The pen dip is natural. No need to be careful not to spatter the ink.

Ink is always ready for use. No dried up inkwell to try the temper.



No. 200, with Cut Glass Stand, $6.00
No. 201, same for Double Desk, 8.00



No. 431, with Oak Stand, $3.25
No. 432, with Mahogany Stand, 3.50

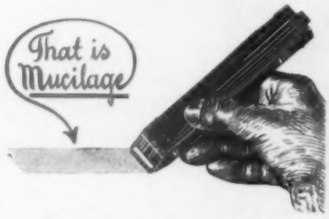
The "Sengbusch" is clean, convenient, economical and efficient. It saves 75% of your ink. It saves pens, too. No office, whether large or small, is really properly equipped unless it has the "Sengbusch" on every desk where pen and ink are used.

Every stationery store and department store should have a full line, for business and professional men prefer it to all others.

The "Sengbusch" is made in 112 different designs and sizes—every taste and every pocketbook can be fitted.

Complete catalog—No. 11—will be sent on request.

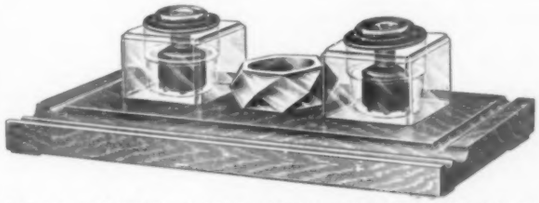
Sengbusch Self-Closing Inkstand Co.
400 Stroh Building, Milwaukee, Wis.



Here's a New One

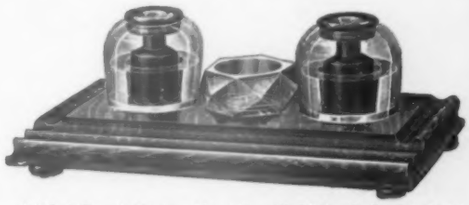
The B&S Mucilage Applier is something entirely new, and is just what the people have long been looking for—a means of using mucilage that is always clean and handy.

The B&S is made of hard black rubber, convenient for desk use or to carry in the pocket or bag. Refillable, non-spilling. Should be on the show case of every stationer.



No. 202, with Cut Glass Stand, $7.00
No. 203, same for Double Desk, 9.00

No. 421, with Oak Stand, $6.50 — No. 422, with Mahog'y Stand, $6.75



No. 125, with Oak Stand, $5.50 — No. 126, with Mahog'y Stand, $5.75

Wanted Experienced Men for District Sales Managers

The present advertising campaign featuring the new REX standard typewriter has brought hundreds of applications from men who desire appointment as local agents. To supervise the work of these men I need the services of a few resourceful, energetic managers possessing the following qualifications:

They must be able to manage men—to train and direct them—to inspire enthusiasm.

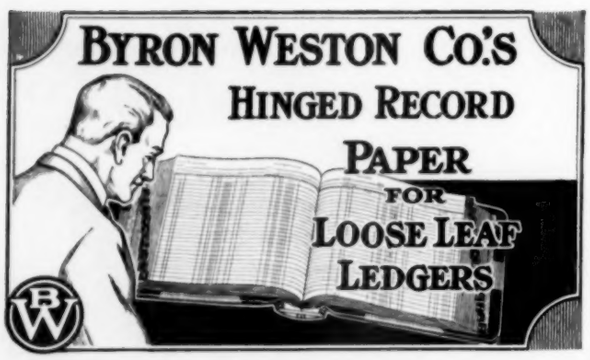
They must be seasoned to the office machinery game—I prefer men who know the typewriter field and who have had experience with every angle of selling.

They will have a man's share of responsibility and hard work—problems to solve and competition to overcome.

This is a big opportunity for big calibre men. Write me at once. Be sure to mention Office Appliances.

H. M. BALLARD
General Manager
REX TYPEWRITER CO.
Steger Building
CHICAGO

For men who can qualify for these jobs I have an attractive proposition. They will participate in the profits on every sale made by their agents and dealers. And this will apply to all repeat orders and future sales.



MAMMOTH BOOKS, BLUE PRINTS AND MAPS

ARCHITECTS, Engineers and Artists have found Byron Weston Linen Ledger Paper superior to any for pen drawings. It is hard, bears erasure without loss of its excellent surface, and is not spongy in damp weather. The paper can be had in a variety of sizes and weights, up to the Byron Weston "Emperor"—48x72. The Byron Weston patented hinge makes these large sheets flexible when bound.

Send for Demonstrating Folder, Catalogue and "UNMAKING MISTAKES."

BYRON WESTON CO.

"The Paper Valley of the Berkshires"

DALTON **MASS.**

New "Y and E" Agencies.

The Yawman & Erbe Manufacturing Company, Rochester, N. Y., believes that its list of new agencies shows remarkable growth for a business so long established and widely represented. A number of new agents have recently been appointed, and several who have heretofore handled the wood products only have also taken up the "Y & E" steel products. Following is a list of the new agencies and of wood agents who have been appointed for steel. Those marked with an asterisk have been given the steel line only, while the others are now representing the "Y and E" wood, steel and supplies lines:

New Agencies.

M. E. Carlton Company, Flint, Mich.; *Charleston Stationery & Paper Company, Charleston, W. Va.; Greensboro Book Company, Greensboro, N. C.; Hall & Bradford, Clarksburg, W. Va.; Kemble-Cochran Company, Bristol, Va.-Tenn.; *W. H. Kistler Stationery Company, Denver, Colo.; Office Supply Company, Missoula, Mont.; *J. O. Yeager, Independence, Kans.

Wood Agents Appointed for Steel.

H. B. Arnold Company, Saginaw, Mich.; Will A. Beach Printing Company, Sioux Falls, S. D.; Hennessy Company, Butte, Mont.; David MacTaggart Company, Port Huron, Mich.; Edward J. Murphy, Charleston, S. C.; S. G. Phillips, Bozeman, Mont.; Ramires-Jones Printing Company, Baton Rouge, La.; Randall & Whitcomb, St. Johnsbury, Vt.; W. W. Roberts Company, Portland, Me.

Webster Company Takes New Offices.

The F. S. Webster Company of Boston, the widely known ribbon and carbon paper house, have moved their New York offices to the fifth floor of No. 114 Liberty street, where they have obtained a largely increased floor space and a much better arrangement of offices, stock and display rooms for the handling of all details of the business. The growth of the metropolitan business of this company has been such that an imperative need arose for an increase in space, and after a consideration of several locations it was at last decided to accept the offer to remodel the fifth floor of the Engineers building, where they had been located for several years previous to this time but upon a different floor. Every possible provision has been made to take care of the needs of customers and to give them the best service.

It is pleasant to reflect that our valued friend, Charles P. Garvin, the mayor of Pecan Gap, who is now the New York manager for the F. S. Webster Company, has aided materially in the increase of business which has made this change necessary. We congratulate Mr. Garvin and the F. S. Webster Company.

A Big Sale of Cash Registers.

The National Cash Register Company of Dayton, Ohio, has just announced what is said to be the largest single sale of National cash registers ever made in America. The order, received from the Jordan-Marsh Company of Boston, calls for sixty-five 1916 model registers. Nearly $50,000 is involved in this deal. Cash registers will be used in all departments in connection with the credit system. Here they will reduce much overhead expense and quicken service.

Among the department stores now using the National Cash Register system are Lord & Taylor and Altman's of New York, the Bailey Company and the May Company of Cleveland, the Duffy-Powers Company of Rochester, Broadway Department Store, Los Angeles, the R. H. White Company of Boston, and the Jones Store of Kansas City.

Extra profits from DESKS

It is to your advantage to sell a "Y and E" *Efficiency Desk* whenever you have a desk customer. An Efficiency Desk will not only please him better but will give you additional (and legitimate) profits from the sale of *supplies*—profits which you cannot get from the sale of any other type of desk made.

"Y and E" Efficiency Desks

REG. U.S. PAT. OFF.

44 Models

These desks offer radically *new* and very desirable features. They really are a kind of filing cabinet that is built in the shape of a desk. They enable a man to keep all his records and papers literally at his finger tips—where easiest to refer to. They save him time and money and enable him to work better. The drawers are real cabinet drawers, with frictionless suspension slides. Adjustable partitions permit of a great variety of sizes for system cards and papers.

Many users have more than a score of different kinds of "Y and E" filing supplies in their desks—5x3, 6x4, 8x5, and miscellaneous cards, with guides for various records, letter-size files, cap-size files, follow-ups, etc. We advertise "models and *complete systems* for every business and professional man". In fact one purpose that we had in mind when designing and building the line was to have still another vehicle for the sale of "Y and E" supplies.

"Y and E" supplies bring the office equipment retail man a frequently renewed and very desirable source of profit, and by their *superior quality* assure him of the established good will of his customers.

This matter becomes intensely interesting to dealers and to consumers who familiarize themselves with the "Y and E" Efficiency Desk proposition. We shall be pleased to have you write us for *full information*.

YAWMAN AND ERBE MFG. CO.

455 St. Paul Street, Rochester, New York

Branch Offices: Boston, Springfield, Mass., New York, Newark, Philadelphia, Washington, Pittsburgh, Buffalo, Cleveland, Chicago, Kansas City, Los Angeles, San Francisco, Oakland.

In Canada: The Office Specialty Mfg. Co., Ltd., Newmarket, Ont.

2000 Agents and Dealers in more than 1200 other cities.

BY INVITATION MEMBER OF

NEW YORK, U.S.A.

Makers of "Y and E" Filing Devices and Office Systems.

SUPPLIES are sold for use with Efficiency Desks

MEETINGS & DINNERS

Brief Reports of Some Interesting Association Events

Newark Stationers Dine.

The third annual dinner of the Stationers' Association of Essex County, N. J., was held on Thursday evening, March 23, at Achtel-Stetter's in Newark. One hundred and forty-seven guests were present, and were entertained after the dinner by several good speakers, including Charls A. Lent, former president of the National Stationers' Association; Arthur P. Jackson, president Stationers & Publishers Board of Trade; A. C. Wack of the Committee of 100, city of Newark; Mortimer W. Byers, secretary National association; Theo. L. C. Gerry, former president of the Stationers' Association of New York and former president of the National association, and Theo. Fettinger, president of the Newark Advertising Men's Club.

Mr. Lent spoke of the benefits of the National association, while Mr. Byers gave a resumé of the work of the association, Information Bureau, etc. The keynote of most of the speeches was "on to Atlanta." An excellent musical program and some good work by a monologist, were features of the evening. The toastmaster and presiding officer of the evening was R. Russell Brant, vice-president, the president of the association, Matthias Plum, having died recently.

Philadelphia Stationers Meet.

The regular monthly meeting of the Philadelphia Stationers' Association was held on March 9. Two new members were added to the association.

The banquet and entertainment committees were instructed to arrange for a dinner and theater party for the employés of the different associations represented, to take place about Easter time.

Charles Blum, of the Poor Richard Club, made an address on the subject of advertising as applied to the retail trade. The address was received with much interest and the thanks of the association were tendered Mr. Blum for his courtesy.

There being no further business, the meeting adjourned.

Louisville Stationers Dine.

The Louisville Stamp & Stationery Club gave a dinner on March 13 at the Hotel Henry Watterson. The object of the dinner is to bring the clerk, salesman and other employes of the stationery houses together and to make them acquainted with each other. J. Frank White of the George G. Fetter Company, president of the club, was toastmaster. Interesting talks were made by Mr. White, John T. Lupton, A. E. Meffert, H. C. Wedekemper, Charles T. Boone, C. J. Miller, W. M. Fowler and Frank Nold. Forty-five persons were present.

A Coinwrapping Machine.

Visitors at some of the business shows during recent years have been much interested in the work of the Automatic Coinwrapping Machine, the product of the Automatic Coinwrapping Machine Company, 78-80 Greenwich street, New York City. These machines are known as the Batdorf Coinhandling and Wrapping Machines, and the combined machine itself is almost a mechanical wizard. The operator "dumps" the coin on the table at the top, turns a switch, and the money comes out in finished rolls with distinctive wrappers—counted, computed, wrapped or bagged, with mutilated or counterfeit coins eliminated. No coins can be taken from one of these rolls without detection on account of the ends, which are crimped down like the ends of a paper cartridge for a shotgun.

The paper for the wrappers used in the Batdorf machines is the result of years of experience with different products in an effort to secure paper of the proper thickness, color and quality. The denomination and the quantity of coin is printed on the wrappers, and with the different colored paper for each denomination clearly indicates the contents of the package. These Batdorf machines are sold subject to a license restriction to the effect that the machines may be used only with the paper wrappers made and supplied by the Automatic Coinwrapping Machine Company of New York. This restriction is intended to prevent the use of paper which will not properly crimp in the machines.

The Automatic Coinwrapping Machine Company is endeavoring to standardize the handling of coins as all other departments of banks have been standardized. In line with this effort the company has adopted colors for error-proof operation, the different colors indicating certain coins. This is a safeguard, since it is evident that a roll of pennies wrapped in white paper can easily hide itself among rolls of nickels which are also wrapped in white paper, but pennies in rolls of red paper in a pile of blue-rolled nickels immediately challenge attention. This illustrates how the adoption of different colors for different coins operates as a safeguard as well as a great time-saver and convenience.

Government Uses Many Typewriters.

The following clipping from a Washington, D. C., newspaper was sent to us by a subscriber at Richmond, Va. We reprint it here in the belief that our readers will be interested in the information it contains.

"Fifty thousand or more typewriters are in use by government employés in the various administrative activities in Washington. The government purchased 5,435 typewriters in the fiscal year 1915. This fact is revealed in the records of the general supply committee, under the contracts of which organization all government purchasing agents in Washington make purchases of typewriting machines.

"The typewriter has been in active and general use for about fifteen years. It is only an estimate that the government has now 50,000 machines in use, based on the average yearly purchases and the estimate of discarded machines; the figures are not far wrong either way.

"The Navy Department was the greatest purchaser of typewriters during the year, having required 2,052. The Department of Agriculture required 858 in the same period; 526 were bought for the Interior Department; 479 for the United States Army; 451 for the Treasury Department and its bureaus; 227 for the interstate commerce commission; 200 for the State Department; 162 for the Department of Justice; just one less for the Department of Commerce; 119 for the Department of Labor, and the balance, in no instance reaching a hundred, for the governmental activity making purchase, by the War Department, the civil service commission, the Library of Congress, the Post Office Department, the Panama canal commission and the Smithsonian Institution."

Fills In Form Letters

GET your share of prosperity. Mail out frequent letters and circulars to your logical customers. "Fill in" their names and addresses on form letters with the Hand

Addressograph

TRADE MARK

PRINTS FROM TYPE

IT prints thru a Ribbon from Metal Type—same face, same alignment as typewriter type, so work looks exactly like typewriting.

10 TIMES FASTER THAN PEN OR TYPEWRITER

THIS simple Addressograph speedily prints names and addresses on envelopes, circulars and statements, imprints pay forms, shipping tags and labels, and fills in form letters at the rate of 600 to 1000 per hour.

10 DAYS' TRIAL

IT'S as easily installed as pen and ink—but easier to use. Let a salesman carry it into your office—give you a 2 minute demonstration—and leave it with you for 10 days to use under your actual working conditions. No cost—no obligation.

SIGN AND MAIL THE COUPON

The Addressograph Co. 903 W. Van Buren Street, CHICAGO

ADDRESSOGRAPH CO., 903 W. Van Buren St., Chicago, Ill., Agt.
Submit without obligation details of your 10-day Hand Addressograph Demonstration Order.

Name.....

Firm.....

Located at.....

1916

Chicago Business Show

will be held at the Coliseum, Chicago, September 18th to 23rd inclusive.

This Show presents to manufacturers of office appliances and business equipment the best sales opportunity of the year in "The Great Central Market."

13TH

Annual New York Business Show

will be held in the 69th Regiment Armory, New York, October 16th to 21st inclusive.

Interest in the New York Show has been steadily increasing in recent years and a big attendance of buyers is assured for this year.

EVERY manufacturer of devices, equipment and systems for handling business efficiently and economically can make a profitable investment by securing space and exhibiting in both these BUSINESS SHOWS—provided the exhibit is well arranged and managed.

We *know how* to get attendance in large numbers of the right class of buyers—and *we will get it* at both shows.

There is only a limited amount of space available in each Show, a considerable proportion having already been secured by well known concerns. Manufacturers arranging for space *now* will get the best locations.

These BUSINESS SHOWS present sales opportunities that cannot be equalled for anything like the same amount invested in other ways. They bring maker and user in personal contact—and who will deny that this is the one best way to sell and buy?

We want manufacturers of meritorious products to exhibit in these two big 1916 BUSINESS SHOWS and get the sales that will surely result from a well planned and managed exhibit.

Floor plans and detailed information upon request

ANNUAL BUSINESS SHOW CO.

FRANK E. TUPPER, Pres't NATHAN W. TUPPER, Vice Pres't

150 Nassau Street, New York

Quality and Merit RECOGNIZED

The story of DAVIDS' INKS is a story of success.

Like all safe and sure success, it was founded on a solid fact—that of Superior Quality.

There is no such thing as chance in commercial Success.

Past months show over 100% increase in production and sales.

Accomplishment is the test, and the success of

Davids' Inks and Adhesives

today is the result of continued search for new and safe principles in manufacture followed by their successful adaptation to business needs.

QUALITY IN THE PRODUCT
CORRECT AND SCIENTIFIC PRODUCTION
PRINCIPLES BORN OF ACTUAL EXPERIENCE

This is the safe foundation upon which the DAVIDS' business is built.

IT WOULD PAY YOU TO LEARN TO THINK WHAT GOOD INK MEANS TO YOU

The protection of valuable documents by steel cabinets is unavailing if the records themselves are not permanent.

Friend Dealer:—

It will pay you to feature our Line

Never forget the assurance given by quality in the product and permanence in the record.

Backing up every claim made, lends punch and confidence to those selling

THE LINE OF DAVIDS'

and paves the way to expansion of trade by giving absolute satisfaction.

We are fully prepared to care for your Sealing Wax needs.

Write for new catalog—
Revised prices.

Thaddeus Davids Co.

Established 1825

J. W. R. Merckle, Pres. & Gen. Mgr.

NEW YORK **CHICAGO**

The JIFFY Duplicator

Works Like a Curved Blotter

The Rotary Duplicator Simplified

With this simple, durable device you can print 500 copies, postcard size, from pencil, typewriter or drawing original at the rate of 30 copies per minute.

Quick, clean and easy to operate. Lasts a lifetime. Nothing to get out of order. Sells readily to club secretaries, schools, churches, hotels, restaurants and everywhere that notices, announcements, etc., must be gotten out in a hurry at a low cost.

Each outfit of the Jiffy Duplicator includes 12 stencils, stylus, duplicating ink, all packed in a durable wooden box. Price $3.00, complete.

Dealers and Agents—There is a **big margin of profit for you.**

Jiffy Duplicator CO.

29 So. La Salle St. : : : Chicago, Ill.

THE UNIVERSAL
MOISTENING MACHINE

¶ A reliable gummed tape package sealer.

¶ The feeding device is highly efficient, and exclusive with the Universal. It moistens the tape drawn out, right up to the edge of the knife, regardless of the angle at which it is removed.

¶ The machine is made strong and simple and will accommodate any size tape roll up to 7½ inches in diameter by 3 inches wide.

Patent applied for.

¶ Commercial stationers and office equipment dealers should use and sell this machine. Its use marks a firm of precise and progressive methods. The retail price is $5.00.

WRITE FOR FURTHER INFORMATION.

ROCKWELL-BARNES COMPANY

815-823 S. Wabash Avenue CHICAGO, ILL.

Send for Prices on Rockbarnes Gummed Sealing Tape.

LEADER IN INDUSTRY AND HUMAN WELFARE

Being a Sketch of the Life of John H. Patterson, President of the National Cash Register Company

THE gentleman whose likness appears on the frontispiece this month is one of the outstanding characters of this generation, and his work as an organizer, industrial leader and humanitarian will rank with that of the foremost. John Henry Patterson, president of the National Cash Register Company, is one of those Americans of our day whose life and works will appear more conspicuously as the world comes to a better understanding of his intellectual genius and the big, manly spirit behind it. Clear-minded, decisive, quick and accurate in judgment, impatient of deceit and of half-knowledge, Mr. Patterson has created a great industry whose branches extend to all parts of the civilized world.

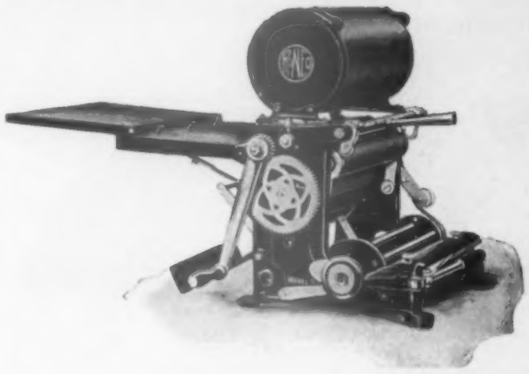
Mr. Patterson is Dayton's foremost citizen—a position he holds without dispute or competition, for the work he has carried forward in the upbuilding of the National Cash Register Company, the attention he has given to the welfare, health and happiness of its thousands of employes and their families, and his achievements during the Dayton flood three years ago, when he gave so freely in money and equipment to the needy and labored with the workers at no little personal risk to succor those in danger, proving again his generalship and ability as an organizer—all these things have earned for him an impregnable place in the hearts of his townsmen.

The following biographical sketch of Mr. Patterson was taken from the revised edition of Appleton's Cyclopedia of American Biography, to which work we acknowledge indebtedness.

John Henry Patterson, manufacturer, was born in Dayton, O., December 13, 1844, the son of Jefferson and Julia (Johnston) Patterson. His father was a farmer in the neighborhood of the present city of Dayton, also a member for several terms of the Ohio state legislature. His earliest American ancestor was his great-grandfather, John Patterson, who came from the north of Ireland, and made his home in northern Kentucky about 1728. His grandfather, Col. Robert Patterson, a soldier in the revolution, was the founder of the city of Lexington, Ky., also one of the three orginal owners of the land now covered by Cincinnati, O.; he located on a farm of 2,000 acres near Dayton in 1804. On his mother's side Mr. Patterson is also of Scotch-Irish ancestry, his grandfather, John Johnston, having been a native of county Donegal, Ireland, who came to America late in the 18th century, grew to manhood in Ohio, and served there as Indian agent. Mr. Patterson was educated in the schools of Dayton, then entering the Miami University, where he remained two years, and was graduated at Dartmouth College in 1867. In the meantime, during the summer of 1864, he served as a private in the 131st Ohio volunteers, under the 100-day enlistment. For three years

If you are out for 100% efficiency, you need

the Roneo "NO WATER" Letter Copier, which gives cleaner results at less cost than any other process. "NO WATER" means no mess, no smudged, smeared or creased letters, no unreadable or mutilated copies. "NO WATER" means also no carbons, less labor, dependable and perfectly legal records duly corrected and signed. "NO WATER" means no preparation, no waste time, no germ tank or antiquated Screw Press. "NO WATER" means RONEO, which is the only Copier combining all these Efficiency Ideas. The Roneo is either hand or electrically driven; needs neither water nor carbons; it



Copies 30 letters a minute

copies being delivered in a compact **pad** form—not loose sheets. Thus the Roneo can be used with Letter Book or Vertical File.

There is only one Roneo Copier and that is manufactured by the Roneo Company, Roneo Bldg., 117-119 Leonard St., New York. Send for full particulars today.

Delivers copies in *pad* form for Letter Book or Vertical File

See about it now

RONEO "NO WATER" COPIER

THE IMPROVED MODEL 3

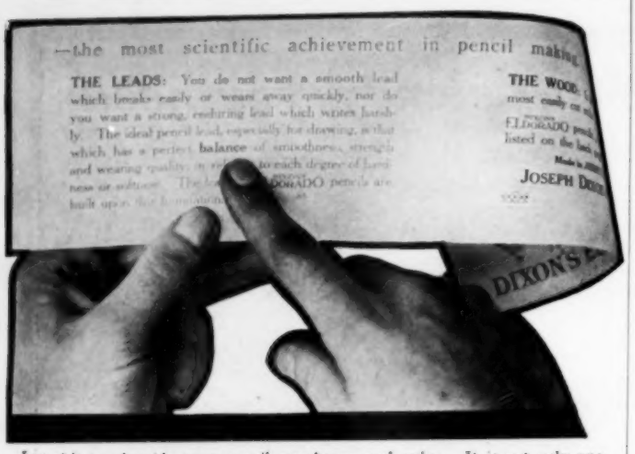
CORONA

is now on the market, and is an unqualified success, judging from the enthusiastic reports received from our dealers, as well as the satisfaction expressed by users.

The new Corona embodies everything desirable in a portable writing machine. Its improvements are not radical, nor do they greatly change its appearance; but they bring it very close to perfection. We still hold to the policy of making the best portable typewriter on the market.

CORONA TYPEWRITER COMPANY, Inc.

GROTON, NEW YORK



Let this word guide your pencil purchases and sales. It is not only one good quality that perfects a pencil. We repeat the "ideal pencil lead especially for drawing, is that which has a perfect **balance** of smoothness, strength and wearing quality, in relation to each degree of hardness or softness."

DIXON'S ELDORADO

DIXON'S ELDORADO HB

"The master drawing pencil"

s the best compliment you can offer to the good tastes of particular people—we mean especially, of course, artists, architects, engineers and draughtsmen. Ask us about ELDORADO and catalog No. 98-J. It's worth while!

Made in Jersey City N. J., by the J-84

JOSEPH DIXON CRUCIBLE COMPANY

Kohlhaas Check Sorter

A BANK NECESSITY

Why scatter checks all over counters, desks, tables or use pigeon-holes, or drawers to sort checks when this handy device, 4x6x8 inches, will accomodate with ease, from 1 to 1400 checks. If greater capacity is desired, simply add a sectional post or two.

Portable — Price $5.00 — Sectional.

Dealers Write for Discount.

THE KOHLHAAS COMPANY

31 W. Lake Street Chicago

after his graduation he filled the office of collector of tolls on the Miami and Erie canal, and then joined his brother, Frank J. Patterson, in developing extensive coal and iron mines in Jackson county, O., and in founding the Southern Coal and Iron Company, of which he became general manager. This company soon became one of the largest and most important in the state, their shipments of ore and coal sometimes amounting to 100 carloads a day. Even at this early date Mr. Patterson already showed the notable combination of keen business sense and strong humanitarian interest that has marked his entire career. Thus, as manager of the company, he conducted the company stores, at which the employes purchased all of their supplies. Yet so consistently determined was he that all materials sold should be of the best quality and that all of the customers should receive their "money's worth" in every case, that the enterprise never showed a profit over running expenses. About 1880 he made the first acquaintance of the cash register, a newly-patented invention of John and James S. Ritty, of Dayton, and at once recognized its value and great possibilities of development. He purchased, accordingly, a large interest in the National Manufacturing Company, then engaged in manufacturing the new machine, and prepared to improve and perfect it. By 1884 he and his brother had purchased virtually all the oustanding stock of the corporation, which they organized under the style National Cash Register Company, now known all over the world. As a preparation for building up the business on a large scale, they purchased all patents on cash register machines, notably the Campbell patent, which had been held to be fundamental in several essential particulars. More effective still, they installed their own corps of inventors and experimenters, to whose skill and efforts are to be attributed the present perfection of the cash register, also its adaptation to numerous special requirements not contemplated in the original device, but demanded by the complicating conditions of modern commercial life. This inventing and experimenting department of the business has since increased to such an extent that it involves the employment of a corps of trained engineers, assisted by a force of over 100 skilled mechanics constantly at work on new designs and improved parts, and an annual expenditure of between $150,000 and $200,000. The splendid success of this department of the business has been due to two elements, excellent organization and personal supervision.

Mr. Patterson himself took personal charge of all departments in the early days of the enterprise, and, as the business increased beyond the possibility of one-man control, he showed his high ability as a practical organizer by selecting assistants and subordinates who have ably seconded his efforts in every direction. The superior organization of the selling force is another masterpiece of Mr. Patterson's genius. It was an early adopted principle with his company to sell products direct to users, and not through dealers. For this reason it was necessary to inagurate and equip a department at the main offices for the practical training of salesmen, also to supervise their work from headquarters, even such as is done through the direction of the independent selling corporations in the several countries of Europe. Another school for salesmen is also conducted in London. Among conspicuous innovations in the conduct of the selling department may be mentioned the practice of holding periodical conventions of his sales managers in Dayton, irrespective of the expense and additional trouble inevitably involved.

In addition to the excellent organization of all departments, which, as is evident, involves the highest degree

A great National public utility

That concerns all merchants and all people.

THE original Cash Register rang a bell, indicated and recorded the amount of the purchase. It benefited the merchant only.

In a third of a century this old model has developed into a Cash Register that directly benefits every man, woman, and child who spends money in a store.

This new Cash Register equally concerns every merchant and clerk, every banker and wholesaler in this land.

It furnishes every customer with a receipt or sales-slip with printed figures of the amount paid or charged. This also tells in print who made the sale, and the date.

It prevents disputes over charges and bills paid.

It saves shoppers' time.

It gives the merchant all his profits. It gives him more money for his family.

It promotes more and quicker sales.

It protects each clerk against making errors and against the mistakes of others.

It rewards the diligent clerk by telling his employer which one is making the most sales.

It assures the banker additional security for the money he loans the merchant.

It gives the wholesaler additional assurance that the merchant will have the money to pay his bills.

It will furnish the banker and the wholesaler mechanical evidence that the merchant's statement of sales is correct.

Merchants!

The above advertisement is one of a series that is being run in magazines and newspapers reaching sixty million readers a month.

Why do we do it? Simply to teach the public to help you to enforce a system in your store which will both increase sales and stop up leaks and losses.

And to secure for you the hearty co-operation of your banker and your wholesaler.

We are doing this to help you put more cash money in the bank every day.

New 1916 Models have a separate drawer for each clerk; give each credit for his day's work and make him responsible for every penny handled; give you detailed information on cash and charge sales, money received on account, and every other angle of every day's business, in detail and by totals.

Let us explain how we do all of these things for you—and many more.

Fill out the coupon.

The National Cash Register Co.
Dayton, Ohio.

N C R Service

Registration for trademark and copyright applied for.

Ask what this sign means.

The National Cash Register Company, Dayton, Ohio.

Without obligating me in any way to buy, I would like to know more about your 1916 Model Receipt-Giving Cash Registers and "N C R Service."

We have ____ salesmen in our store. We have a register ____ years old. Principal lines of merchandise carried are: _____

Firm Name _____

Address _____

Office Appliances, April.

Stationers' Salesmen make good with them

The men who carry the message of the retail stationer to the offices of his customers meet with strong competition. A specialty whose merit can be proven by a short, simple demonstration is a decided advantage to them. Such a specialty is the

U-NEED-ME
Felt Chair Pad
(prevents the shine)

U-NEED-ME (REGISTERED)

Retails for $1.25

The *U-NEED-ME* Chair Pad is easily attached to any size office chair. It is made of thick felt, in three colors—brown, green, maroon. It presents a neat appearance and gives a finishing touch to the furniture, and it prevents the shiny, greasy appearance given to one's clothing by contact with the polished hardwood chair.

The *U-NEED-ME* line also includes plate glass and blotter desk pads. The glass pads are made of one-fourth inch plate glass with a ½" bevel, and are provided with a flexible felt pad beneath. It furnishes a convenient place for memoranda and a smooth working surface. The price is $4.00 to $11.00 according to size. On account of the long established use of blotter pads, there is a steady demand for them. We have an excellent line including a variety of sizes and grades.

U-NEED-ME office specialties are quick sellers. The demand is ever increasing. Write for further information on the complete line and our dealers' proposition.

George E. Fox & Company
413 Rush Street - - CHICAGO

THE EFFICIENT MAIL DISTRIBUTOR
Presents the Following Advantages:

SPEED Not only in sorting the mail but in getting started on the day's work. 100 years ago clerks came to the office at daybreak and stayed until late in the evening—now eight hours is considered a long day's work. The shorter working time becomes, the more emphasized is the importance of a quick start. Letters, invoices and all other papers are distributed swiftly and easily in this device. Eight compartments are directly at hand—no reaching about is necessary.

CONVENIENCE of CONSTRUCTION: The shelves are adjustable so that larger space can be allowed for departments receiving heavy mail and smaller space for those whose mail is light. The **EFFICIENT DISTRIBUTOR** can be swung away from the desk so that after the mail is sorted, correspondents can easily get their work without disturbing the person at the desk. And it can be removed from the support, dismantled with **the papers still on the shelves** and locked up in a desk drawer.

To Dealers and Specialty Men We Offer

an office device of merit. There is a large field and those who take up its sale will find it a source of profit. Write for further information and prices.

The Bailey Mfg. Co.
West New Brighton, S. I., New York

of efficiency, highly intelligent methods are adopted to secure the personal allegiance and interest of all employes, from the highest to the lowest. For this end, which is identical with a very superior order of efficiency, a thorough system of co-operation and profit-sharing has been long in force. Rewards are also offered for good practical suggestions in any line, and on several occasions employes of the company have been handsomely rewarded for services of this order. In addition to all this, elaborate provisions are made for the personal comfort and physical and moral well-being of all employes. Among such may be mentioned resting rooms, lunch rooms, bath rooms and gymnasiums, all of the most approved type and capably maintained. In addition, there are lecture rooms, in which regular courses are delivered in every year on subjects important to life, health and moral well-being, as well as on purely educational lines. In all these particulars, Mr. Patterson is recognized as a pioneer, whose system has been examined by many people interested in the cause of social betterment, as well as by "efficiency" experts. His examples have been widely followed, and already promise to be the beginnings of a real movement for the practical solution of labor troubles and the promotion of better understandings between employer and employe.

The main factory of the National Cash Register Company at Dayton consists of a series of seventeen buildings, having a total floor space of thirty-eight acres. It furnishes regular employment to over 7,000 people in Dayton, and has a monthly output of over 10,500 complete machines. There are also branch factories of the company in Toronto, Canada, and Berlin, Germany. All this wonderful organization may be credited to the genius of Mr. Patterson, who was in 1900 made a chevalier of the Legion of Honor of France for the exhibition of the methods of his work at the international exposition of that year.

Throughout the office appliances field is a group of men who received their first training in the school of instruction and in the service of the National Cash Register Company, and all of these men speak most highly of the wonderful spirit of this instruction and its practical efficiency. Mr. Patterson's conception of his system, by which the establishment of the National Cash Register Company has succeeded, has not only made it a powerful business organization, but a social center as well. His conception of the work his company does is not essentially philanthropic, but it is in the highest degree practical. Throughout the plant of the National Cash Register Company one will see occasional small signs bearing the words "It Pays." One may ask, "What pays?" The answer is that everything one sees about the premises pays. It pays to have plenty of light for the workmen and office employes; it pays to have the windows look out upon beautiful, well-kept lawns, shrubbery and flower gardens; it pays to provide proper chairs for the use of employes; it pays to encourage social organizations among employes, their wives and families. And because all these things pay—because they add to the efficiency of the individuals—they receive the enthusiastic support of all the people connected with the National Cash Register Company. The wonderful system which this company has instituted is not one of sudden growth, but it has been built up by degrees. One of the significant utterances of Mr. Patterson at the recent convention of salesman was to this effect—that he blamed himself for not having instituted certain improvements years ago, but he said the fact is that he had only recently succeeded in organizing himself so as to appreciate to the full the advantages of the new improvements which he has instituted.

DORNETTE DESKS

(Patent) Typewriter Desk

Machine needs no fastening

Extremely Popular With Office Furniture Dealers

Made as fine as the best kiln-dried hardwoods and skilled workmanship can make them.

Write for Catalog

THE J. DORNETTE & BRO. CO., Cincinnati, Ohio

Imperial NEW Steel Transfer Case

Study this Case, with other makes

THE ONE PIECE FEATURE makes our case entirely dustproof. Note the drawer when pulled out—low sides, steel bar reinforcement. Each case has four small feet which interlock automatically when cases are stacked one upon another. The stack of four has the appearance of a solid filing cabinet.

Electrically Spot Welded Throughout

No Rivets, Bolts, Screws, or Solder used.

Letter, Bill and Cap sizes. Olive green enamel finish (baked on) will last.

Write for prices and full details.

Imperial Methods Co

MANUFACTURERS OF

Filing Cabinets and Filing Supplies

TELEPHONES
MAIN 4872-AUTOMATIC 34-023

204-06-08 WEST MONROE STREET

Chicago, Ills.

PEERLESS BRAND PEERLESS BRAND

!!PREPAREDNESS!!

This is FORESIGHT, and we are prepared, now and always, to maintain the HIGH STANDARD of

"Mastergause"

All dealers will take pleasure in assuring their customers of this fact.

"MASTERGAUSE" is a carbon that spells MORE BUSINESS. It is just a ***superior sheet*** in every way, and the sooner you convince yourself of this fact the better pleased you will be.

Exclusive rights given to only one bona fide dealer in every city CONSIDER THIS

We have a distinct method of creating a sale for this carbon with NO EXPENSE TO YOU.

Peerless Carbon & Ribbon Mfg. Co.

UNITED STATES
113 West Broadway, New York

EUROPE
39-40 Shoe Lane
London, England

CANADA, TORONTO
176 Richmond St., W.

PEERLESS BRAND PEERLESS BRAND

STICKINE

THE STICKTITE LIQUID PASTE.
Desk Bottles with **Patent Wipe Off**—Quick Sellers.

Put up in Quarts, Pints, Desk Bottles and Tubes.

Desk Bottle No. 435½ 5½ oz. Size.

DIAMOND INK CO.
Milwaukee Wisconsin, U. S. A.

PASSED AWAY DURING THE MONTH

Brief Comment in Appreciation of Those Who Have Passed Away and Whose Work in This World Is Finished.

Edwin Moore.

The death of Edwin Moore, president of the Moore Push-Pin Company, on March 16th, has caused profound sorrow and regret among a wide circle of friends and acquaintances.

Mr. Moore was stricken with the grippe on February

The Late Edwin Moore.

9th and after making a brave fight to regain health finally succumbed to heart trouble, which developed as a result of the severe grippe infection.

All of his friends in and out of the trade, as well as all of those who have been associated with him for a number of years in business and in social work, will realize what a great loss his passing is to the community at large and especially to those who have learned to know and love him in the more intimate associations of life.

Mr. Moore, by his kindly Christian qualities and exemplary life, had won for himself the highest regard of all of his employees and associates and will ever be remembered as a man whom it was a privilege to know. No matter how depressed with cares and worries of his own business, he always had time to encourage the other fellow and help make his burden lighter. In fact, his entire life has been spent in an effort to lighten the burdens of the people with whom he came in contact and help to make their lot happier.

Mr. Moore's success in life was due to his own energy and determination to succeed. He was born in Northumberland, Pa., in 1874. His father was a hard-working Presbyterian minister and when Mr. Moore was 1½ years old his parents removed to Bethlehem, Pa., where Mr. Moore was educated in the public schools.

Mr. Moore entered Princeton, not knowing whether he would have money enough to graduate, but by his perseverance and determination, he finally worked his way

SECURITY STEEL

Vertical Filing Cases with removable ends.
Vertical Filing Cases with solid ends.
System and Combination Cases.
Commercial Grade Vertical Filing Cases.
Document File Cases.
Transfer Cases.
Card Drawer Cases.
Waste Baskets.
Bond Boxes.
Interchangeable Units.
Vertical Plan-Safes.
Desks and Tables.
Office Safes.
Adjustable File Cases.
Shelving.
Library Shelving.

No. 801

The best selling four drawer vertical letter file case in the world.

THE COMPLETE DEALER LINE

FIRE-PROOF FURNITURE & CONSTRUCTION CO.

Miamisburg, Ohio **25 West 45th St., New York**

ECONOMY + EFFICIENCY
IS THE KEYNOTE

of the Byron Typewriter Cabinet line —economy of space economy of time, economy of money. So the Byron will be of interest to any of your customers whether he employs one or many stenographers.

The accompanying illustration shows one of several styles of Byron Typewriter Cabinets —each model calculated to give a stenographer a greater degree of efficiency, to take up less space, to cost less than other similar pieces of furniture, either of themselves or supplemented by filing devices and stenographers' aids.

Here's an excellent proposition for typewriter dealers and commercial stationers. Catalogue and terms upon request.

Byron Typewriter Cabinet Co.
33 WASH. AVE., MOUNT CLEMENS, MICH., U. S. A.

A New
Invincible
Catalog

is off the press and ready for the mails. It describes the famous INVINCIBLE No. 5 "A" letter files and other INVINCIBLE products.

This company enjoys the distinction of having the greatest amount of assets compared to the amount of capital stock issued and lowest percentage of overhead expense of any concern in the business. All this works to the advantage of the dealer, for it permits us to produce steel cabinets of quality at low prices, with a substantial discount to the trade.

Your catalog will be mailed the day your request is received.

INVINCIBLE METAL FURNITURE COMPANY
Manitowoc, Wis.

Export Office: 25 Whitehall St., New York

through and graduated in 1897 with honors and the degree of Civil Engineer. He then entered the photographic business in Newark, N. J., and while thus engaged conceived the idea of the glass headed push-pin which he constantly wanted to use to hang up films to dry.

Leaving photography, Mr. Moore decided to go into the manufacturing business and started in 1900 to manufacture push-pins for the trade with a total capital of $112.60 in a small room at 125 South Eleventh street, measuring not more than about 10x12 feet. Mr. Moore would make push-pins one day and go out and sell them the next day in order to get money to buy material to continue manufacturing. His first orders were very small, amounting to only two or three dollars, but by persistent work he finally brought the push-pins to the notice of the Eastman Kodak Company, who gave him an order for $1,000 worth. This was the first big step in encouraging Mr. Moore to make a world market for Moore Push-Pins.

Mr. Moore was a strong believer in judicious advertising in both trade papers and national magazines and by using the mediums of the highest possible character, such as the Ladies' Home Journal and the Saturday Evening Post, has been able to realize his ambition of seeing Moore push-pins on sale in every civilized country.

The business succeeded so well that three years ago the company of which Mr. Moore was the head, purchased their own factory at Wayne Junction, Philadelphia, where more than sixty persons are employed manufacturing the various articles marketed by the firm.

The principles laid down by Mr. Moore have been found so sound and satisfactory that the business of the Moore Push-Pin Company will be continued on the same lines as in the past.

Henry C. Bainbridge.

The death of Henry C. Bainbridge, president of Charles T. Bainbridge's Sons, Brooklyn, former president of the Stationers' & Publishers' Board of Trade of New York, and the first man to hold the office of first vice-president of the National Association of Stationers and Manufacturers, brought a distinct shock and a great sorrow to his hundreds of friends throughout the United States. Mr. Bainbridge passed away on Thursday, March 9, his death having been caused by a severe complication produced by stomach trouble with which he had been afflicted for some time. The nature of his malady was not thought alarming and, indeed, he attended to business up to within a few days of his death, and on March 4 was present at the annual dinner of the Stationers' & Publishers' Board of Trade. A few days, however, before his death he was confined to his bed.

Henry C. Bainbridge was a native of Brooklyn, N. Y., where he was born January 4, 1854. He began his career as an employe of Bergen & Bainbridge, dealers in fine writing paper, cardboard, etc., in 1868. Two years later the firm was succeeded by Porter & Bainbridge, and about 1880, following the death of Charles T. Bainbridge, Henry C. and his brother Richard W. bought out Mr. Porter, assumed and paid the obligations of Porter & Bainbridge, and established the house of Charles T. Bainbridge's Sons. Mr. Bainbridge was elected a trustee of the Stationers' & Publishers' Board of Trade in January, 1887. He was first vice-president under Charles T. Dillingham, whom he succeeded as president in 1896. He served as head of the Board of Trade until two years ago, when he was succeeded by Arthur P. Jackson.

Always an enthusiastic association man, Mr. Bainbridge was an organizer of the National Association of Stationers and Manufacturers. His influence was profoundly felt

Cutler File Desks

Established 1824 **CUTLER DESK CO., Buffalo, N. Y., U. S. A.** Request Catalog

Use file cabinets in the place of ordinary drawers, because drawers are good only for useless flat storage.

Keep your letters, cards, contracts, catalogs, order forms, documents, etc., in scientific order--indexed, ready at hand and up to date.

The Chair That's Made To Sit In

Safe to lean back in, that adjusts easily and stays adjusted, that can't break where most chairs do, and won't break anywhere—the simple, safe and silent tilting rotary office chairs with the patent Marble & Shattuck iron—

That's the Chair to Sell

Other chairs have irons made to look like this, but while they copy the iron and chair pattern, they can't use the principle of the fixed one-piece shaft. This basic M. & S. patent prevents the "wabble."

Why not obtain the agency for the line that is standard of design, of workmanship and finish—the Marble & Shattuck line of chairs for offices, banks and all public buildings.

Sold only through the dealer

Send for catalog and booklet "Revolution in Chair Irons"

THE MARBLE & SHATTUCK CHAIR CO.
CLEVELAND, OHIO

CHICAGO OFFICE: 600 So. Michigan Ave., H. G. HUNN, Representative
NEW YORK OFFICE 815 Marbridge Bldg., A. B. HUNN, Representative

CHAIR IRON PATENTED

Save Every Pound Of Waste Paper

Enormous Prices Now Being Paid for Baled Waste

Paper mills everywhere are begging for waste paper—the U. S. Department of Commerce is urging everybody to save every pound of waste. Never before in the history of the U. S. has there been such a shortage of paper-making materials. Never before have such high prices been paid. You can't afford to waste a single pound when it is worth $13.50 to $48.00 a ton.

Best way to save and bale waste paper is to use the

ALL STEEL Schick FIREPROOF **BALING PRESS**

PREVENTS FIRE RISK

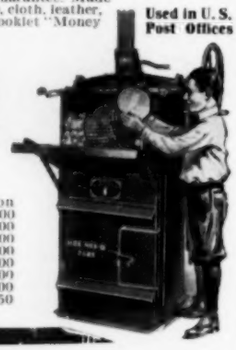
All steel—simply built—strong and durable—easy to operate—sold on free trial—backed by a money-back guarantee. Made in 4 sizes. Good for baling paper, rags, cloth, leather, tin or any kind of scrap. Write for free booklet "Money in Waste Paper."

Used in U. S. Post Offices

Salesmen and Jobbers Wanted

Davenport Mfg. Co.

Dept. A. DAVENPORT, IOWA



Present Prices For Waste

	Per Ton
No. 1 Flat Book and Magazines	$39.00
Light Book, free of woody paper	37.00
Ledger and Writing	39.00
Ungraded Book and Magazines	28.00
No. 1 Soft White Book Shavings	48.00
Manila	16.00
Clean Newspapers	14.00
Clean Dry Mixed Paper	13.50

Stock is the Thing

But occasionally your particular customer cannot be satisfied with Stock Cases. Does your connection enable you to offer him an experienced Engineering Service in determining just the equipment to fill his particular needs?

We can offer you a complete stock line of **steel office furniture and filing cases** with the assurance that your special requirements will be equally well taken care of.

Write today for Special Dealers' Proposition.

Watson Manufacturing Co.

JAMESTOWN Dept. B NEW YORK

in the organization of the Stationers' Association of New York, which granted him honorary membership. He was without doubt one of the best known men in the stationery trade of the United States, and few men have been more sincerely liked and respected. He was almost invariably present at conventions with his wife and daughter, and their presence will be sadly missed at future gatherings of the National association.

Mr. Bainbridge is survived by his wife, Ida Cluff Bainbridge; two sons, Henry C., Jr., and Charles H.; a daughter, Ida; two brothers, Charles E. and Richard W., and two sisters, Mrs. M. L. Harris and Miss Lucy A. Bainbridge.

Funeral services were held from Mr. Bainbridge's late home, 26 Cambridge street, Brooklyn, at 2:30 o'clock, Saturday afternoon, March 11, and were conducted by Rev. St. Clair Hester, rector of the Protestant Episcopal Church of the Messiah. The services were largely attended, all of the associations to which Mr. Bainbridge belonged being represented, as well as other organizations in which he had taken a prominent part. Suitable resolutions were

The Late Henry C. Bainbridge.

drawn up at the meeting of the trustees of the Stationers' & Publishers' Board of Trade on the Friday afternoon previous to the funeral.

George A. Olney, dean of the traveling fraternity of the stationery trade, knew Mr. Bainbridge intimately for many years and sends us the following tribute to Mr. Bainbridge's life and work:

"In the passing of Henry C. Bainbridge the trade has lost one of its leaders, a man whose whole aim has been to build in the hearts of all members of this business the spirit of live and let live. He has done more by his personal efforts to bring about a spirit of harmony and to unite the trade in one homogeneous body than any single man I know. His influence has been felt throughout the land. His career was always honorable, for truth and honor were his watchwords, and his record as president of the Stationers' & Publishers' Board of Trade for eighteen successive years is proof sufficient of the character of the man. I have known Mr. Bainbridge all his life and have been closely associated with him during many of these years, and have yet to hear a word that was not spoken with the respect which he so well de-

The Elliott Company
Makers of
Elliott Addressing Machines
Cambridge, "A," Mass.

Mr. Office Appliance Dealer:

In your town Addressing Machines are being bought right now. There are already quite a few addressing machines in use and more are being installed every month.

The "Elliott" Addressing Machine is the best addressing machine and every time we sell one we make a permanent friend and booster. You may have commission on the addressing machine business in your town and we will not ask you to stock Elliott Machines in order to get this commission.

Through our national advertising we create prospects which we follow up by mail. We will send you these prospects for you to close, and pay you a substantial commission on the business.

We will furnish the selling talk. All we want is your personal local help.

Sincerely yours,

THE ELLIOTT ADDRESSING MACHINE CO.

P. S. "Elliott" Addressing Machines are sold in different models from $35.00 up to $400.00.

If you are interested write for full details.

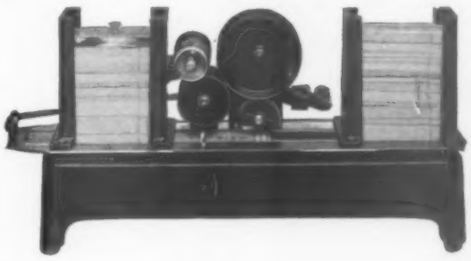
A few ELLIOTT advantages

1—**Simply made**—Few parts make it easily operated and easily kept in order.

2—**Cut your own stencils**—The Elliott System enables your stenographer to cut stencils on your own typewriter—and thus keep your list up-to-date.

3—**See every address**—With the Elliott, you insert the envelope *face up* and remove it *address side up*. With *all other* addressing machines you insert the envelope *face down* and remove it *address side down*—you may be addressing a firm a dozen times without catching the error.

4—**Clean inking**—The ink for the Elliott is so placed and regulated that it gives even, clean work—far ahead of ink pads and fountains.



5—**Elliott Stencils**—*are index cards*—keep your ledger and advertising data *on the frame* of the Elliott Stencil—eliminate record cards.

6—**Low cost**—Elliott Fiber Stencils cost but a fraction of the cost of metal plates. They are made in one piece—no putting together, blanking out, or taking apart expensive printing plates.

7—**Additional stencil advantages**—A tray holding 250 Elliott stencils weighs 2 lbs. Elliott stencils are made of clean fiber which cannot rust or injure the operator's hands. 31,000 Elliott stencils occupy floor space 32 in. long by 15 in. wide.

The Surf

Have you ever watched the irresistible surf, its buoyancy, its power, its beauty? A tremendous wind-driven sea, piling mountainous rollers landward, which, after having broken and spent their force ashore, toss backward, eddying, swelling, swirling, churning, on their return to the limitless deep; only to be forced back by the oncoming irresistible swell and surge of the surf, which, gaining force, finally wins mastery and overtops the returning current, driving it landward again. This irresistible power, this power of getting there, of getting landward, of landing something, finds its analogy in the order-compelling power of "k. b." blanks — the steel-engraved blanks. The blanks that look like money! The blanks that are prepared like United States bank notes! The blanks that have that crisp currency feel about them. The blanks that dealers and investors in securities accordingly give preference. They are made by kihn brothers at ninety-nine beekman street in new york. If you are not familiar with the line they will send you samples and prices. The printer who uses these blanks for the preparation of bonds, stock certificates and papers of value is insured increased business and increased profits. He is on the high sea of success.

A Brand New Carbon Paper For Your High-Class Trade

It surely means much to you to be able to offer your discriminating customers a *guaranteed* carbon paper—one which is bound to give satisfaction because it is manufactured with quality and service as the prime considerations. Such a carbon paper is now available to dealers in

Crown Brand Papier De Luxe

The materials used in the manufacture of CROWN BRAND PAPIER DE LUXE are of the best possible quality regardless of cost, and you may sell it with the distinct understanding that it must meet every reasonable requirement or it may be returned. The package is attractive in appearance and also insures perfect protection and preservation of the contents.

Write for samples of CROWN BRAND PAPIER DE LUXE. It will leave no doubt in the minds of your customers that they are getting their "money's worth."

Crown Ribbon & Carbon Mfg. Co.
Rochester, N. Y.

BRANCH OFFICES: 206 Broadway, New York, N. Y.
542 S. Dearborn St., Chicago, Ill.
Century Bldg., St. Louis, Mo.
1529 Williamson Bldg., Cleveland, Ohio

served. His has been a life of work. What he set out to do he accomplished, and he leaves behind a monument in the minds of men that is better than granite or marble. He came of English stock and has well borne out the teachings of the Bainbridges, who for seventy-five years have been associated with the stationery trade. He was always a firm friend of mine and so was his father, at whose bedside I stood as he breathed his last. I was at the bedside of his Uncle Henry when he passed away and was in the employ of his Uncle John at the time of the latter's death. I have mentioned these facts to show how near and dear to me are the Bainbridge family and how I could wish that everyone could live the lives that they have lived."

F. P. Wright.

F. P. Wright, president and treasurer of the Wright, Barrett & Stilwell Company, St. Paul, Minn., died some weeks ago while on a cruise near the Florida coast. Mr. Wright was born at Pittsburgh, Pa., January 25, 1855, and came to St. Paul in 1872, where he worked for a time as telegraph operator. A little later he went to Jamestown, N. D., as an employe of the Northern Pacific Railroad. Resigning his position with the road he entered the establishment of Averill, Russell & Carpenter, paper dealers of St. Paul, purchasing an interest in the concern on the retirement of Mr. Russell. The company was reorganized in 1890 after the death of General Averill, and was known as the Wright, Barrett & Stilwell Company.

Mr. Wright was active in the political life of St. Paul and was mayor of that city from 1892 to 1894. He is survived by his wife and two sons, Cushing F. and Douglas H. Wright.

Clarence H. Stiles.

Clarence H. Stiles, a prominent dealer in stationery and office appliances, 531 Hamilton street, Allentown, Pa., died on March 14 at the Hamilton Hotel, where he made his home. Mr. Stiles had been ill for five months, but only about three weeks before his death he returned to Allentown from Galen Hall at Gernersville, where he had been undergoing treatment. His condition appeared much improved and his death was therefore not expected by his friends.

Mr. Stiles was born at Allentown in 1860. He entered the stationery field in 1875. He was a bachelor and is survived by his brother, C. Fred Stiles, of Allentown, and his sister, Mrs. M. E. S. McKee, of Aurora, Nebr.

Mrs. William R. Fleck.

Mrs. William R. Fleck, a daughter of Wash Rees, died late in February at her home in Cincinnati. The funeral was held from her late residence on Walnut Hills in that city. Mrs. Fleck was survived by her husband and her father, to whom the profound sympathy of Office Appliances is extended.

When Mr. Rees returned to Xenia after attending tuneral of his daughter he received a message announcing the death of his niece, Marian Coster, in Baltimore.

Mrs. Ellen L. Pelouze.

The sympathies of many friends are extended to Col. Wm. N. Pelouze, president of the Pelouze Scale & Manufacturing Company, and to other members of the Pelouze family, on the death of his mother, Mrs. Ellen L. Pelouze, widow of the late General Louis H. Pelouze, U. S. A. Mrs. Pelouze died suddenly at Pasadena, Cal., on March 6, and was laid to rest in Arlington National Cemetery beside the remains of her husband, General Pelouze.

WHY CUSHIONS ARE NEEDED

—Typewriter cushions in particular

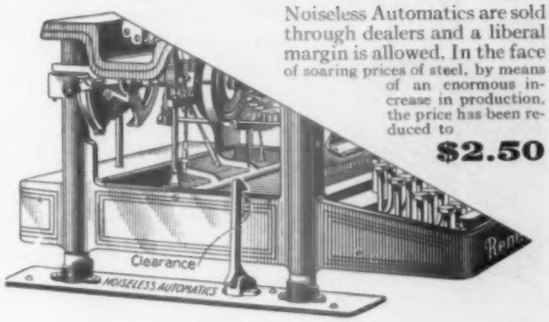
A typewriter running at full capacity every business day of the year is slammed and banged unmercifully. The constant rapping of the type, the jolt of the carriage and the jerk of the shift lever wear out the operator's endurance and hurry the machine to an untimely end. Just a casual survey demonstrates that anything that will absorb the shocks and lighten the load is a desirable object. To fill such a requirement

Noiseless Automatics

FOR ALL STANDARD MAKES OF MACHINES

were produced. Noiseless Automatics are small, metal cups containing steel springs and felt pads on which the feet of the typewriter rest. They are screwed on to the typewriter board and when used on drop front desks they are accompanied by steel hooks which stand away from the typewriter while it is running, but grip it tightly when it is tipped back into its compartment.

The steel springs absorb the shock of carriage shifting and returning, and make the touch light and easy. Their resiliency can be adjusted to suit the weight of the machine and the touch of the operator, by small screws. They eliminate irritating noise and cut off the resounding baseboard. The machine can be instantly removed and another substituted without the use of tools. *No holes in the frame or bolted-on hooks are needed.*



Noiseless Automatics are sold through dealers and a liberal margin is allowed. In the face of soaring prices of steel, by means of an enormous increase in production, the price has been reduced to

$2.50

Noiseless Automatics are neat and sanitary. They occupy very little space and the springs are completely covered. They do not gather dust and they permit the typewriter to be tipped up and the space underneath cleaned. They conserve energy—lengthen typewriter service—make supplies last longer—and SAVE MONEY.

They are sold by dealers in typewriter supplies. In addition to them the manufacturers make Error Proof Speed Keys. Write today for special information and complete data.

SPEED KEY SELLING AGENCY, Inc., 82 West Broadway, New York

Dietz Desks

give satisfaction

A complete line of office desks and tables.

Write for new catalog

The J. F. Dietz Co.

Cincinnati, Ohio, U. S. A.

ENVELOPE prices are necessarily going up, but we are NOT reducing the discount to dealers.

These are the days to give your customer VALUE for the increased prices you must necessarily charge.

What better value in FILING CONTAINERS can you offer than *BUSHNELL'S PAPEROID?* DON'T SUBSTITUTE.

Alvah Bushnell Company

925-927-929 Filbert St. PHILADELPHIA "The World's Greatest Workshop"

Henry D. Swift.

Henry D. Swift, mechanical superintendent for the Logan, Swift & Brigham Envelope Company for many years, up to the time when it consolidated with the U. S. Envelope Company in 1898, died at West Falmouth, Mass., at his summer home early in March, from heart failure due to age. Mr. Swift was a native of West Falmouth, Mass., and would have been eighty-two years of age in May next. It is said that with the exception of the Hon. James Logan he was the last survivor of the pioneer envelope manufacturers of Worcester, Mass., outliving G. Henry Whitcomb, one of their number, by sixteen days.

Mr. Swift's inclinations were early turned toward the invention and perfection of mechanical devices, and when a young man he entered the employ of Mr. Whitcomb to assist in the development of the envelope machine, following his brother, D. W. Swift, who entered Mr. Whitcomb's employ a year previously. It is said to have been due to the work of the Swift brothers that envelope folding and printing machinery was developed to a point which made the commercial success of the envelope business possible. In 1884 the Swift brothers left the employ of Mr. Whitcomb and with Mr. Logan and John S. Brigham, started an envelope business at 16 Union street, Worcester. For this business Mr. Swift developed new machinery which did not in any way interfere with the rights already in possession of his former employers. This new machinery was superior to the old and the business grew with such rapidity that a new factory was built nine years after its organization.

Mr. Swift retired from active business in 1898, when the Logan, Swift & Brigham Company was purchased by the U. S. Envelope Company. Surviving him are his wife, Emma C. Swift, and his son, Willard E. Swift.

James Albert Brooks.

Readers of Office Appliances will regret to learn of the death of James Albert Brooks, father of A. P. Brooks, general manager of the Hammond Typewriter Company. Mr. Brooks was in his eighty-sixth year when he died. He was a native of Cortland, N. Y., where he had spent his entire life and where for many years he was engaged in the wood-working industry, having a mill at that city. Later in his life he took up the building industry, but for the last fifteen years has not been actively engaged in any line of business. Mr. Brooks was a deacon in the Presbyterian church and also a member of the Masonic order. He was a man of strong convictions, and well known for his charitable tendencies, the Brooks home being characterized by those who knew him best as the "house of the good Samaritan."

The children surviving are A. P. Brooks, general manager of the Hammond Typewriter Company, New York; Charles R. Brooks, well known in insurance circles in New York city, and a sister who lives in New Jersey.

Captain C. H. Trott.

Captain C. H. Trott, who died on March 2 at Junction City, Kan., at the age of seventy-nine years, was a pioneer and a leading business man of Junction City. During the Civil War he was a member of the Iowa regular troops in the Union army. A year after the war he went to Junction City, where he established a book and stationery business. Loring Trott, a son, associated with him in business, survives.

David Putnam Sherman.

David Putnam Sherman, a Brooklyn stationer, died recently, at the age of fifty-three, of intestinal trouble following an operation. He was a native of the eastern district of Brooklyn. His wife, a son and one sister survive.

PLAYING CARDS

Bicycle | Congress

FRONT OF BOX.

No.808

Ivory or Air-Cushion Finish.

FOR GENERAL PLAY

Bicycle quality made Bicycle reputation. We spare no expense to maintain this quality and give players the best popular priced card in the world.

TRADE MARK

No.606

Gold Edges.
Air-Cushion Finish.

FOR SOCIAL PLAY

Always Something New in CONGRESS.

Look for the name Congress' on every box.

With new picture designs in colors constantly coming, other popular designs revised, dealers can always supply their customers with patterns suitable for any occasion

Keep your stock of Congress up to date.

The Official Rules of Card Games—Hoyle Up-to-Date—a complete book of rules for all Card Games revised each year

Also makers of 89 Treasury, 1 Bijou, 54 Initial, 202 Sportsman's, 88 Jumbo Bridge, 500 Five Hundred, 707 Cabinet, 39 Trophy Whist, and many other grades of Playing Cards. Also Poker Chips—all kinds and qualities—Card Dominoes and Educational Games. Write us for Catalogue Price List

THE UNITED STATES PLAYING CARD COMPANY

CINCINNATI, U. S. A.

You and Your Customers

WILL BE SATISFIED

WITH Goes BLANKS

FOR

· STOCK CERTIFICATES · BONDS · DIPLOMAS · BANK FOLDERS ·
TYPEWRITER RIBBON AND CARBON PAPER COUPONS

A NEW LINE CHECK BLANKS NOW READY

LITHOGRAPHED CALENDAR PADS

165 STYLES AND 3 DAILY DATE PADS FOR 1916

A Corporation Record Book THAT
CAN BE USED THRUOUT THE UNITED STATES AND CANADA

GOES LITHOGRAPHING CO. CHICAGO
42-48 WEST 61st STREET

- SINCE 1879 -

DEALERS—AGENTS
Make 100% or better on the new
HANDY DUPLICATOR
It Sells Like Wild Fire

Sells for **$2.75** Complete with all supplies

Don't put off writing for our proposition if you want the exclusive right in your territory.

Every business man needs it. Everybody will buy a "HANDY," for its low price is within the means of all.

It reproduces typewriting, handwriting, drawing, sketches, charts, etc. No muss—no inky fingers. "A twist of the wrist does the work." Always ready. Quick and easy to operate. Makes 500 copies from one original. Used extensively by Merchants, Office Men, Club Secretaries and others for postal notices, small circulars, blank forms, data sheets, menus, price lists, etc. The "HANDY" Duplicator (for small work) sells for $2.75, complete with all supplies.

We operate a "service dep't" for the user and the dealer's salesman. We help you to sell them. We supply advertising helps free. Will *you* put it over the "home plate" in your own territory if we show you how easy can be done? If you think you can, address

THE D & D SALES CO., 285 Monon Building, CHICAGO, ILL.

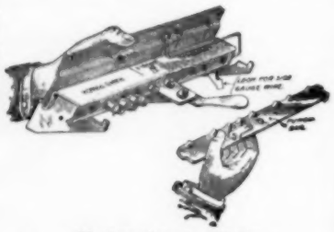
The "B&P" SIX-IN-ONE
Punch Press

The Universal Punch

There are three Standard Gauges of 3/16" Post Binders and three Standard Gauges of Prong Binders.

It Punches Them All

is a practical, simple and strong punch for office use, and one that the office boy can operate quickly and without fear of breaking.



$1.00

Notice the simplicity
This Shows Method of Adjustment

BOORUM & PEASE LOOSE LEAF BOOK CO.
MAKERS OF
"STANDARD" LOOSE LEAF DEVICES
MAIN OFFICE: 109-111 Leonard Street, New York
FACTORIES: Brooklyn, N. Y.—St. Louis, Mo.

"FAULTLESS"
Pen and Pencil Clips
GUARANTEED

Made in three sizes—Pencil, Medium and Large Pen sizes. Mounted three dozen on a card in any assortment desired.

Finished in Ebony black, which is new and exceedingly durable. Heavy bright nickel. Electro gold plate. For neatness and practicability this clip has no equal.

L. D. VAN VALKENBURG, Manufacturer
HOLYOKE, MASS. U. S. A.

For the Attention of the Manufacturer

Bergen, Norway.

J. Milne Grieg of the Moderne Forretningsutstyr A/S, of this city, is now in the United States where he is looking up new machines and office devices for sale in the Scandinavian market. He is making his headquarters during his stay in America at the office of the Egry Register Company of Dayton, Ohio.

Camrose, Alberta, Canada.

T. W. McDerby writes to Office Appliances that he, in partnership with another experienced man, is about to go into the rebuilt typewriter business selling standard machines as rebuilts as well as carrying out a system of inspection and retailing such accessories as go with the typewriter. Both Mr. McDerby and his partner are young men, although the former states that he is the oldest typewriter salesman in the province of Alberta. Mr. McDerby's partner is regarded as one of the best typewriter mechanics in that section. The new concern expects to start about May 1 and desires to get in touch with manufacturers of office specialties which will go well with the typewriter business, including manufacturers of ribbons and carbon paper.

Detroit, Mich.

The Office Specialties Company, 515 Union Trust building, dealers in Van Dorn built steel office furniture filing devices, office specialties and typewriter supplies, state that they are in a position to handle a few more live office specialties. They will appreciate catalogues and suggestions from manufacturers.

Lima, Ohio.

The Bennett Printing Company, Clark L. Bennett, president, and H. C. Bennett, secretary and treasurer, advertising writers and designers, with offices in the Bennett building, expect to go into the office supplies business very soon and desire catalogues and information from manufacturers of office supplies, with a view to selecting a suitable stock for the convenience of their many customers. They are particularly anxious to secure information regarding desks, files and miscellaneous supplies.

Manchester, England.

The Patent Stencil Company, 19 Withy Grove, Manchester, a company which was established in 1899, desires to purchase for cash copying ink pencils and all kinds of paper clips, automatic stapling machines and anything in office and warehouse time-saving appliances. All inquiries will receive careful consideration and prompt attention.

New York City, N. Y.

Frederick W. Sinclair, wholesale dealer in office furniture, Furniture Exchange, states that he is in the market for any line of office furniture that can be sold in

The C/A Typewriter Cabinet offers a great opportunity to the live wire dealer

It is a combination of a *steel* base, and a *wooden* Cabinet. The Cabinet is made of high grade wood only, beautifully finished. The rolling curtain is also of wood, carefully backed with closely woven canvas, making it absolutely dust proof.

A special compartment for writing paper, stationery and supplies is 13 inches high and 9 inches deep. It is most conveniently arranged, where each item is always in plain view and within the easy reach of the operator.

The all steel base is of extra strong steel tubing, handsomely finished in oxidized copper, *equipped with a moving device* so the Cabinet can be moved into any desired place at a moment's notice.

Floor space of table is 18x26 inches.

Inside measurement of Cabinet is 16½ inches.

For more information write to

The Celina Specialty Co.

Celina, Ohio

Selling price to consumer is low—
Profit to dealer is large.

The Trap and the Trapper

SOME WEBSTERIAN DEFINITIONS

Cheap: purchasable for a low price; common; of small value.

Shrewd: sharp-witted; sly.

The first indicates the bait. The second the trapper—after the pelt.

Value: that which renders anything useful or estimable; excellence; importance.

Fair: of good reputation; just; equitable; openly honest.

"The Service you will ultimately adopt"

LIVE AND LEARN

Our sales for the first nine months of 1915 exceeded those for any twelve months in our history.

THANKS

Our appreciation of this result will be shown in constantly bettered products and service.

COMPETITION

We never compete with the retailer, we are the only strictly wholesale rebuilding manufacturers in the world. **The Best Always in Quality, Price, and Co-operation.**

UNDERWOODS of Quality in all grades.

GENERAL TYPEWRITER EXCHANGE, Inc.

70 Washington Street, BROOKLYN, NEW YORK

European Distributors—Thorp & Martin Typewriter Co., 79 Queen St., London, E. C., England.
Mr. P. R. Chown, Balmes 12, Barcelona, Spain. Messrs. Liebert & Meyerhof, Hamburg, Germany

Salesmen, Lawyers, Business Men

professional men of all classes, solicitors, all use portfolios. And you can name several more without stopping to think.

To such men the

Handy Portfolio

appeals not only for its immediate value as a convenient means for carrying samples, catalogues and other literature, price-lists, stationery, etc., but also because carrying a Handy Portfolio sort of gives a man "class," and there are mighty few men who don't like to make a favorable impression.

DEALERS

You want the portfolio which offers you the biggest opportunities, don't you? Drop us a line today for further information.

THE CLEVELAND LEATHER GOODS CO.
120 Noble Court, Corner West Second Street, CLEVELAND, OHIO

BRASS
CUSPIDOR DISCOUNTS WITHDRAWN
March 15th, 1916

The Ireland & Matthews Mfg. Co.

Detroit

SELLING AGENTS
H. E. HOOKER . 619 No. La Salle St., Chicago, Ill.
BERT M. MORRIS CO. . . San Francisco, Cal.
HAYES & WEBSTER . . . . San Antonio, Tex.
DEFIANCE MFG. CO., 96 Church St., New York City

Just to remind you

of the fact that profit for you and permanent satisfaction for your customers lie in

Summit, Apex, and Cyclo
BRANDS OF
Typewriter Ribbons and Carbon Paper

and that we shall be glad to prove our contentions if you will but make the request.

No live dealer ever fails to investigate a proposition which promises permanent profits. There is no reason, is there, why you should not write us immediately?

UNION RIBBON & CARBON COMPANY
Main Office and Factory: Front and Laurel Sts., PHILADELPHIA

the metropolitan district of New York. We commend this suggestion to office furniture manufacturers.

San Francisco, Cal.

The E. C. Buehrer Company, headed by E. C. Buehrer, are now coast distributors for the Ideal stencil machine, Garvey Fountain brushes, stencil ink, stencil paper, Cosmo time stamps and shipping room sundries. They have opened offices at 508-510 Mission street, San Francisco. Mr. Buehrer in a recent letter to Office Appliances, states that his company is in a position to handle a few more specialties in the office and shipping room lines. We suggest that those who may have devices which he can handle should get in touch with him at once.

St. Louis, Mo.

M. J. Heller has opened offices at 413 Pontiac building, St. Louis. Mr. Heller is in the market for various office appliances, such as copiers, check protectors, envelope sealers, addressing machines and the like. He expects to handle these devices on an agency basis. Manufacturers who may be desirous of securing Mr. Heller's services will communicate with him at the address given above.

Texarkana, Tex.

The Office Supply Company of this city is in process of organization and will soon incorporate under the laws of the state of Texas with a capital of $5,000, fully paid up. The company will handle filing cabinets, duplicating machines, office furniture, office supplies, blank books, loose leaf supplies, addressing machines and commercial stationery. Communications regarding the new company should be addressed to H. D. Mahaffey, Offenhauser building, Texarkana, Ark. Mr. Mahaffey desires to be put in touch with manufacturers of office devices.

Virginia, Minn.

The Mesaba Range Office Supply Company, having moved to a larger store at 205 Chestnut street, will enlarge its stock, particularly in office furniture and filing devices.

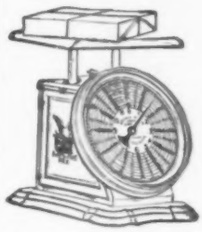
Trade Opportunities.

Reserved addresses in connection with "Trade Opportunities" may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or from the nearest office by application in letter form. Applicants should mention file numbers. The list of offices follows: New York, Room 409 United States Customhouse; Boston, eighteenth floor United States Customhouse; Chicago, 504 Federal building; St. Louis, 402 Third National Bank building; Atlanta, 521 Post Office building; New Orleans, 1020 Hibernia Bank building; San Francisco, 306 United States Customhouse; Seattle, 922 Alaska building. Co-operative district offices: Cleveland, Chamber of Commerce; Cincinnati, Chamber of Commerce; Los Angeles, Chamber of Commerce; Detroit, Board of Commerce; Philadelphia, Chamber of Commerce; South American agent, Southern Railway Company, Chattanooga, Tenn.

Office furniture, No. 18535.—An American consular officer in India transmits the name and address of a business man in his district who desires to communicate with American manufacturers and exporters of office furniture. The man desires to act as sales agent or is in a position to take over the management of a business in that country.

Typewriters, numbering machines, etc., No. 18536.—An American consular officer in Australia reports that a business man in his district desires to be placed in communication with manufacturers and exporters of office furniture and furnishings, typewriters, numbering ma-

"PELOUZE" POSTAL SCALES



Mail and Express..16 lbs.
Commercial.....12 lbs.
U. S..... 4 lbs.
Victor.....1½ lbs.

are scientifically made. They show exact weight in ounces, also cost in cents on all classes of mail matter.

Banks and large business houses use

"Pelouze" Scales

because of their accuracy, reliability and durability.

Made in several styles. **"Pelouze" Postal Scales** are ready sellers. All the best dealers sell them. Write today for catalog.

PELOUZE MANUFACTURING CO.
232-242 E. Ohio Street, Chicago, Ill.

National..... 4 lbs.
Union .....2½ lbs.
Columbian ..... 2 lbs.
Star ..... 1 lb.
Crescent ..... 1 lb.

With the Cesco Lose Leaf Line You Are *Sure* of Repeat Orders

Cesco dealers know and the purchasing trade realize the high standard of quality behind Cesco Devices.

Each Cesco binder is the result of many years of experimenting and persistent betterment.

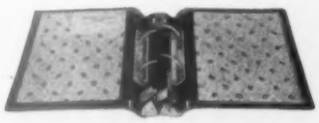
Are You a Cesco Dealer?

No other line offers such a salable assortment of Devices and Accounting Forms—popular because of their practical utility and simplicity.

We want to submit our budget of facts and figures—why *you* too should be a Cesco Dealer.

Send today for Catalog and full particulars.

The C. E. SHEPPARD CO.
MANUFACTURERS OF
LOOSE LEAF SUPPLIES
303-311 Hudson St., New York, N. Y.
CHICAGO PHILLADEPHIA



THERE ARE RED RUBBER BANDS

And there are RUBY RUBBER BANDS!

A difference? Yes! For the **RUBY** are essentially high grade. There is a **CHARACTER** to them which is the result of unrelaxed vigilance in every process of manufacture, with the best Crude Para Rubber only to start with. It is the maintenance of this high standard which makes our 5 year guarantee something more than a form.

No dealer's stock is now complete without **RUBY BANDS.** They are made in all desirable sizes and are put up in a variety of popular priced assortments.

Our illustrated price list tells the whole story.—A post card will bring one.

EBERHARD FABER NEW YORK

Automatic Ratchet Lock

The Opalla Ledger

The ledger that lies flat on the desk—no rocking or rolling when leaned upon. It is in big demand by bookkeepers of the old school and is regarded by many as the best and most convenient loose leaf ledger.

CHICAGO BINDER & FILE CO., 118 S. Clinton St., Chicago

SNOW WHITE STICKS TIGHT

For mounting photographs, filing clippings, preparing dummies for booklets or advertisements, GLEICH'S VELVET PASTE is an adhesive of highest efficiency.

The paste is of **snow white** color—a soft, velvet consistency. It spreads smoothly and does not curl the paper.

It is put up in non-corrosive, neatly lithographed cans.

We have an interesting proposition to make to dealers and we shall be glad to send complete details on request.

THE COMMERCIAL PASTE CO.

533 South High Street, COLUMBUS, OHIO

IDEAL

STENCIL MACHINE marks shipments with neat, plain addresses—saves time, dollars and trouble in the shipping room.

This new, free book, SAFEGUARDING YOUR SHIPMENTS, tells how to mark shipments easier, quicker, cheaper, yet neater and more accurate. It tells why shippers are losing $10,000,000 annually due to poor markings. It explains a simple shipping system that is saving time and money for countless business firms—and tells how YOU can save time and money in your own shipping room.

A copy is free to any shipper who writes for the book on his letterhead.

IDEAL STENCIL MACHINE CO., 151 Ideal Block, BELLEVILLE, ILL., U.S.A.

chines, etc. Catalogues, price lists, and full information should be supplied.

Stationery and typewriters, No. 18573.—A letter to the bureau states that an importing company in the Netherlands is interested in stationery supplies and typewriters. Full particulars in regard to these articles are requested.

Filing cabinets, No. 18649.—A report from an American consular officer in South America states that there is a request for catalogues of steel filing cabinets and stationery supplies in general. Correspondence may be in English.

Cash registers, No. 19542.—A report from an American consular officer in Russia states that a company in his district desires to communicate with manufacturers of cash registers and typewriters, with a view to becoming selling agent for same. Dimensions, weights, currency, and correspondence should be given in Russian, and prices quoted c. i. f. Russian port.

Pencils, fountain pens, etc., No. 19619.—An American consular officer in France reports that a business man in his district desires to obtain an agency for manufacturers of pencils, fountain pens, inks, and glue. Correspondence may be in English.

Metal paper fasteners, etc., No. 19645.—A report from an American consular officer in England states that a firm in that country desires to import metal paper fasteners, small cedarwood sticks for paintbrush handles, small cakes of water-color paints, etc. It is stated that the firm is in a position to purchase these articles in large quantities. Bank references are given.

Stationery and office novelties, No. 19655.—A letter to the Bureau states that a company in Spain desires to purchase large quantities of stationery and office novelties.

Typewriters, etc., No. 19667.—A commercial agent of the bureau reports that a commission agent in Salvador desires to communicate with manufacturers of typewriters and various other articles manufactured in the United States.

Typewriters and office supplies, No. 19675.—A report from an American consular officer states that a man in Canada desires to correspond with manufacturers of typewriters and office supplies, with a view to acting as sales agent in Canada.

Stationery, No. 19702.—A representative of a firm in Brazil desires to obtain an agency for manufactures of printing paper and stationery. Bank references are given.

Pencils, etc., No. 19755.—A commercial agent of the Bureau reports that a firm in this country has inquiries for pencils. It is stated that cash will be paid in New York for purchases.

Office supplies, No. 19811.—The Bureau is in receipt of an inquiry from a firm in Canada which desires to represent manufacturers of office supplies, such as ink, carbon paper, paste, typewriter supplies, etc.

Office supplies, No. 19890.—The Bureau is in receipt of an inquiry from a man in Spain who desires to establish commercial relations with American manufacturers of office supplies, such as typewriters, carbon paper, etc.

Ink pads, No. 19916.—The commercial attaché of the Department of Commerce in London reports that a firm in England desires to communicate with American manufacturers of ink pads used on typewriters in place of ribbons.

Stationery, etc., No. 20086.—A commercial organization in the United States transmits an inquiry from a man in Spain who desires to represent American manufacturers of printers', lithographers', and bookbinders' supplies, and stationery. References are given. Correspondence should be in Spanish.

Climax Numbering Machine

Patent applied for.

123456

Showing full size imprint

Climax Line Dater

Patented. Other patents pending.

JAN 15 '15

Actual size of machine and imprint

These are ALL METAL MACHINES with metal type and figures, self inking, dust and rust proof.

The Numbering Machine operates consecutively, duplicates and repeats from 1 to 999,999.

Exceptional in appearance, durable, compact, neat clear-cut impressions and nickel plated, with rosewood handles.

We also manufacture the

Climax Name Plate Dater

—constructed along the same lines as the machines shown.

These machines do identically the same work and in just as satisfactory a manner as the highest priced. Their simplicity and absolute accuracy is most positive. Our guarantee is given with every machine.

Send today for catalog of our full line of Metal Stationery Supplies. You will be interested.

The Traut & Hine Manufacturing Co.

New Britain Connecticut

Sales Office, 1 Union Square, New York

An Office Necessity with a Ready Sale

MARSH HYGIENIC RUBBER FINGER PAD

Bank clerks, postal clerks, cashiers, paymasters, reference clerks, printers, press feeders, accountants, bookkeepers —any and everyone who handles or sorts money, paper or records of any kind appreciates the economy, cleanliness and efficiency of MARSH Hygienic Rubber Finger Pads.

One Gross Display Assortment

Size of carton, 8¾x7½ inches. Contains one gross assorted sizes. Price as illustrated ..... **$5.50 NET**

Display Card, Printed in Colors—FREE

The design is the same as that inside the cover of this display carton. Your business on **MARSH FINGER PADS** is limited only by the number of people who realize their utility. The show card in your window and this display assortment in your store will turn passersby into customers.

Single Dozen, 75c

Write for special price to the trade in 5 gross lots.

Mail the Coupon Order Today

DAVOL RUBBER COMPANY, PROVIDENCE, R. I.

START YOUR SALES AT ONCE

SIGN AND MAIL COUPON AT ONCE

DAVOL RUBBER COMPANY, PROVIDENCE, R. I.
Gentlemen:—Please send at once display assortment of one gross Marsh Finger Pads as illustrated, to cost me $5.50 net.
Name.....
Address.....
O. A.

Be sure your office equipment includes a

BRADLEY CARD and PAPER CUTTER

An everyday help, saving money, time and patience. Cuts paper, cardboard celluloid, cloth, leather—all sheet materials quicker and neater than scissors or knife. Price, $1.25 to $30.00. Dealers wanted everywhere. Write for circular.

MILTON BRADLEY COMPANY - SPRINGFIELD, MASS.

Let us tell you about

TENACITY QUALITY
TENACITY SERVICE
TENACITY PRICE

The Tenacity Manufacturing Co.
INCORPORATED
READING, CINCINNATI, OHIO

Manufacturers of Loose Leaf Devices

TIME

Letters Received and Their Replies
Orders Received and Shipments
Completion of Factory Orders
All Other Important Facts

COSMO TIME STAMPS

make it possible to keep an accurate check on the time every business detail is handled. They show the exact day, hour and minute.

On the executive's desk or in the factory COSMO time stamps are busy little money savers. They increase efficiency, accuracy and speed in conduct of business. You can use them.

Let us show you what other progressive concerns and individuals are doing with the COSMO. See for yourself how one will fit in your business.

A catalog is yours for the asking. Special proposition for dealers.

A. D. JOSLIN CO.
223-25 W. Erie St., CHICAGO, ILL.

GERMAN STYLE

THUMB TACKS

MADE IN U. S. A.

Also Round Head Brass, Steel, Enamel and Celluloid, in Display Cartons, Gross and 100 in a Box.

THE COMPLETE LINE

HAMPDEN HOGE 106 Fulton Street, NEW YORK

No connection with any other concern

STATIONERY

Chicago, Ill.

John Shau now has charge of the retail store of Meyer & Wenthe of this city.

Detroit, Mich.

W. H. Kessler, Jr., who for the past five years has been with The Tisch-Hine Company, Grand Rapids, Mich., has returned to Detroit and is floor manager for George A. Drake & Co. of that city.

Oakland Cal.

The Nicholson-Thomas Company, stationers, are now located at 2002 Seventh avenue, Oakland, having moved from the Federal Realty building.

San Francisco, Cal.

Jos. H. Stace of "The House of Specialties," Milwaukee, Wis., called on members of the local trade recently, during his first visit to the Pacific Coast. From here he proceeded to Los Angeles.

* * *

Stanley Vail of Sanborn, Vail & Co., returned recently from an eastern trip, during which he visited a number of the factories whose lines his house handles in this territory. He stopped in Los Angeles en route home, and says the Sanborn, Vail branch in that city is going ahead nicely.

* * *

L. J. Lutticken of the local office of Eaton, Crane & Pike spent the past month in the southern part of the state.

* * *

Thomas Kerr, of Payot, Stratford & Kerr, says their business in commercial stationery has shown a nice increase so far this year over the corresponding period of 1915, in view of which they are making various improvements in their facilities. A private telephone exchange connecting all departments has just been installed, and a new automobile for delivery service has been added.

* * *

C. H. Crocker, president of the H. S. Crocker Company, spent the last half of March at his company's branch in Los Angeles, Cal., which continues to operate under the name of the Cunningham, Curtiss & Welch Company.

* * *

A. Carlisle & Co. are gradually equipping all their outside men with automobiles. They have just purchased a fine six-cylinder car for one of their city salesmen, this being the fourth car they have in regular use.

Sioux City, Ia.

The name and style of the Sioux City Office Supply Company, F. D. Hennessy, proprietor, has been changed to F. D. Hennessy, who handles office supplies, Weis and Shaw-Walker Company filing cabinets, etc. The office supply department will be in charge of A. Tompkins. Sioux City is growing, and there is a demand for office furniture.

Springfield, Ohio.

W. T. Tanner, formerly with Langfeld Bros. & Co., is now connected with the Elwood Myers Company of Springfield, Ohio, and the Weber Company of New York.

UNIVERSALLY USED

In vielen Geschaftskontoren in grossen Stadten benutzt man

"Cook's" Stenographenstühle

zu allgemeiner Befriedigung.

So ziemlich jederman hat schon in seiner eigenen Stadt mehr oder weniger von "Cook's" Stenographenstühlen im Gebrauch gesehen.

Suchen Sie nach unsere Fabrikmarke, "Quality". Sie ist das Kennzeichen von Qualitat.

Wir erteilen gern alle Auskunft auf Verlangen.

Dans les bureaux de tous les pays principaux on trouve employées les

Chaises pour Dactylographes "Cook"

avec des résultats excellents.

Vous avez vu probablement en votre ville bien des chaises "Cook" pour dactylographes.

Cherchez notre marque de fabrique, "Quality". Cela est l'indication de la qualité.

Nous solicitons vos enquetes, si vous etes intéressé.

En las oficinas de negocios de las principales ciudades se emplean las

Sillas de Taquígrafos "Cook"

con resultados excelentes.

Casi cada uno ha visto las sillas de taquígrafos "Cook" en su propia ciudad.

Busque nuestra marca de fábrica, "Quality". Es la seña de cualidad.

Invitamos la correspondencia de todos los que estén interesados.

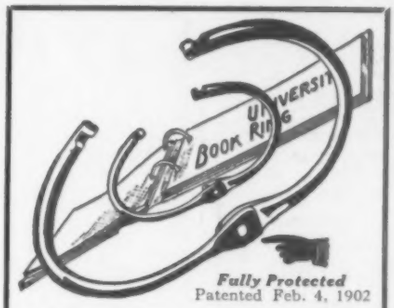
Which means that Cook's "Quality" Spring-Back Typewriter Chairs are used in the principal cities of the world. Are you familiar with all the advantages which the Cook line offers? Get in touch with us. Our trade mark on every chair guarantees service.

C. A. Cook Company

Manufacturers

16-28 Osborn Street

Cambridge, Mass., U. S. A.



Fully Protected
Patented Feb. 4, 1902

The Improved University Book Ring

The Ring with the Deep Locking Joints —A Deep, Steel-Jawed Feature which adds longer life to he Binder

It meets every requirement for the temporary binding of student's and stenographer's note books, and various loose leaves. Simple, strong and neat. Made in four sizes. No. 1, $1\frac{1}{4}$ inches diameter, light weight; No. 1, heavy weight, $1\frac{1}{4}$ inches; No. 2, $1\frac{1}{2}$ inches diameter, light weight; No. 2, $1\frac{7}{16}$ inches diameter, heavy weight. Unjointed ring, $1\frac{1}{4}$ inches diameter. *Write for particulars.*

OTTO KELLNER, Jr.
4028 State St. CHICAGO

UNIFORMITY of inking is one of the most important factors of a typewriter ribbon, and upon this we have reached the point — par excellence.

Our ribbons are made in the following writing strengths:

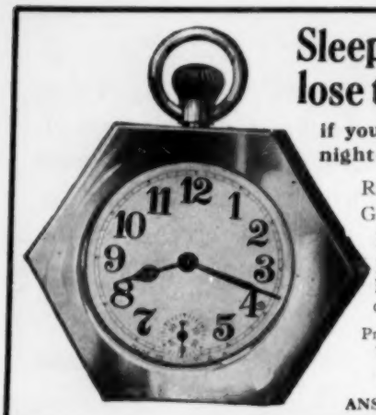
Extra Light—No. 31
Light—No. 34
Light Medium No. 37
Medium No. 40
Medium Heavy—No. 43
Heavy—No. 46
Extra Heavy—No. 49

The above writing strengths can be absolutely depended upon and the particular user will always get what he wants. The different writing strengths are also known by the numbers shown.

A trial order will display beyond doubt the absolute control under which our inking system is conducted.

DIXON, HOLMES & DIXON
Proprietors

HEAD OFFICE and FACTORY
69-71 Wooster St.
New York City
Also
1305 Arch Street, Philadelphia, Pa.
212-213 Upper Thames St., London, E. C.



Sleepless Nights lose their terrors

if you own one of these night and day watches!

Radium treated dials.
Good timekeeper.
Handsome case.
Handy at home or hotel or in sleeping car.

Prepaid — anywhere **$2.50**

H. D. PHELPS
ANSONIA, CONN.

The "Anco" Pen and Pencil Clip

High quality—low price. Made in one piece of spring steel, ball point, heavily nickeled and highly polished. Write for prices.

The Ansonia Novelty Co., Ansonia, Conn.

75c

Why So Popular? Ask

Marshall Field & Co., John M. Smyth & Co., and thousands of other firms, large and small, in this and other countries.

The Serviceable Peerless

Patented Nov. 22, 1904
Patented June 16, 1915

A very useful article for the office. Can be used for moistening stamps, envelopes, fingers, or labels. Attractive discounts to Dealers. Write for particulars. Sample sent on approval.

Foreign business given careful attention. Advertising matter furnished in Spanish if desired.

PEERLESS MOISTENER COMPANY
838 S. Claremont Avenue Chicago, Ill.

Life Size

CLINCH PAPER CLIPS

Their simplicity accounts for their inexpensiveness and great adaptability.

Try a few prepaid at these prices: 1,000, 30c; 5,000, $1; 10,000, $1.90. F.O.B. Buffalo, bulk, 100,000 clips, $5.75; 500,000 clips, $26.25; 1,000,000 clips, $50.00

THE BLACKHALL CO., - Buffalo, N Y.

Moore Push-Pins

(Glass Heads, Steel Points)

Moore Push-less Hangers

(The Hanger with the Twist)

Moore Push Thumbtacks
Moore Push Maptacks
All in 10c Packets

Our Continuous Advertising in high class Magazines means

Quick Sales, Big Profits

Send for Samples and Prices today

Moore Push-Pin Co.
113 Berkley Street Phila., Pa.

TYPEWRITERS

Alexandria, Egypt.

Maurice Nou, who represents the Corona Typewriter Company in Egypt, has submitted that machine to the Economat Central of the Ministry of Finance, and has secured its official adoption. The Economat Central has charge of all purchasing for the government.

Berlin, Germany.

According to an ordinance of the German government issued February 26, 1916, the importation of typewriters is prohibited until further notice.

Birmingham, Ala.

G. B. Netherton has been made manager of the Birmingham branch of the L. C. Smith & Bros. Typewriter Company. Mr. Netherton is enthusiastic about the opportunities in Birmingham, which he regards as the Pittsburgh of the south.

Chicago, Ill.

George W. McClellan, manager of the Chicago office of the Underwood Typewriter Company, spent a week early in April at New York City and Atlantic City. At the latter place he visited the Underwood's big exhibit on the Steel Pier. This exhibit, it will be recalled, is the same one which was shown at the Panama-Pacific exposition.

* * *

Manager T. K. Simpson of the Royal Typewriter Company's offices in the Thomas Church building, 32 South Wabash avenue, says that March recorded the largest number of sales of Royal typewriters in the history of the Chicago office. Mr. Simpson was delighted with the business and well pleased with the handsome offices on the second floor of the Thomas Church building. Here the Royal people have a space 40 feet wide by 125 feet deep. The front of the office is used for the desk of the manager, for the offices of the bookkeeper, cashier, etc., and for salesmen. The center of the office is the main reception room, in the rear of which is the employment department with the desk of the employment manager, Miss M. K. Hastelund, immediately in front. The extreme rear of the premises is devoted to the storage of new stock, exchange goods and repair and shipping departments.

* * *

Emil Trefzger, one of the Underwood speed operators, passed through Chicago on April 4 en route to Salt Lake City on company business. Another Underwood speed man who recently visited the Chicago office is H. O. Blaisdell, who since the close of the Panama-Pacific exposition has been in Honolulu. Mr. Blaisdell returned the last of March and is now at Atlantic City, where he is doing work in connection with the Underwood exhibit there.

* * *

The International Typewriter Exchange has moved from 115 North Dearborn street to 177 North State street.

Cleveland, Ohio.

F. C. Kloepfer, formerly at the Erie, Pa., office of the Remington Typewriter Company, is now at the Cleveland, Ohio, Remington office in the East Ohio Gas building.

Los Angeles, Cal.

G. B. Pelton, until recently manager of the typewriter

YOUR OWN BRAND

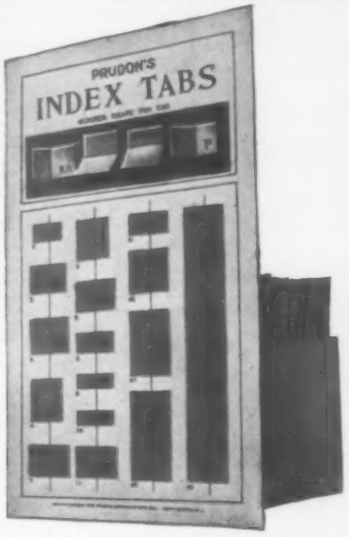
ADVERTISE YOURSELF

Your trade uses typewriter ribbons and carbon paper. You want to sell *good* ribbons and carbons. This combination can be worked out to result in more business and greater profits for you if you sell ribbons and carbons under your own name and brand. Then your customers will come back because they know where to go.

Send for samples of our typewriter ribbons and carbon paper. Try them out thoroughly. Put them to the most difficult tests. You'll decide they are the kind you'd be glad to have associated with your name.

Write today for samples.

U.S. Typewriter Ribbon Mfg. Co.,
Sansom & 8th Sts.,
Philadelphia, Pa.
CABLE ADDRESS—MUSTR



Mr. Stationer

This display case on your counter will sell

CLOTH INDEX TABS

for you.

There is a growing demand for these tabs. Others are selling them, so can you.
Will you let us send you a small assortment as a starter? Or, write for our latest sample card and discount.

Manufactured by

THE PRUDON SPECIALTY MFG. CO.
921 Demott St., NORTH BERGEN, N. J.

Makes Your Work Easier

ADJUSTABLE TABLE CO.
GRAND RAPIDS, MICH.
Also from Adding Machine Agents & Salesmen

National Endorsement of *VUL-COT* Dealer Proposition

THE plan on which dealers sell Vul-Cot Guaranteed Waste Baskets has received perhaps as hearty and general endorsement as has ever been given to any office appliance proposition, by the members of the National Stationers' Association, by local Associations, and by individual dealers.

This universal endorsement means that you may consider the advisability of selling Vul-Cot Guaranteed Waste Baskets with more than usual confidence.

Here are a few important features of the plan, which gives some idea why it appeals to the dealer:

First: Dealer discounts are large—based on the findings of the National Association.

Second: Vul-Cot Waste Baskets are guaranteed to wear for five years—or we replace them free. This is a sales advantage that the dealer can get in no other basket.

Third: Close advertising co-operation, by supplying dealers with folders, window cards, store hangers, etc., together with the largest National advertising campaign ever run on a waste basket, is creating an interest in and demand for Vul-Cots that simplifies the dealer's sales work.

The proposition, as a whole, should be in your hands for immediate and careful consideration. It does not obligate you in any way to write for it. Nearly 700 other dealers have considered and accepted the same proposition during the last twelve months. Write for it today.

American Vulcanized Fibre Co.
520-525 Equitable Building
Wilmington - Delaware

Guaranteed 5 Years
VUL-COT
Waste Baskets

Celluloid Tipped Guides

Offer your particular trade better Guide Cards—fewer of them.

Celluloid Tipped Guides will outwear six or more sets of ordinary un-reinforced guides. Your customer dispenses with the annoyance of constantly replacing dog-eared sets. He will remember the store that solved the vexing little problem of giving his card index file the well-kept appearance it should have. Write for samples.

STANDARD INDEX CARD CO., 701 to 709 Arch St., Phila.

If $10 to $20 a Day Profits LOOKS GOOD TO YOU

Let Us Send You a Free Booklet of Our

Automatic Card Printing Press

It Prints 100 per Minute, 6,000 per Hour. It is Ever-lasting-ly Big Money Making Anywhere

S. B. FEUERSTEIN & CO., Patentees and Manufacturers
542 W. Jackson Blvd., Chicago, U.S.A.

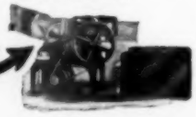
SPECIAL To Dealers and Agents

We allow interesting commissions on all sales due to your efforts to get us in touch with responsible firms having large quantities of outgoing mail, and inducing them to try the wonderful, time-saving, money-saving

Saunders *Sealograph*

The Sealograph must sell itself **after trial.** You have no stock to carry, no machine to show. Just present our Special Proposition to the prospect, and follow our simple instructions. The Sealograph is now used by many of the largest firms in the U. S. and endorsed by them. Always sold after trial. Practically every trial results in a sale. Commissions promptly paid. Dealers write for special instructions. High class agents and salesmen, INVESTIGATE. Address

SEALOGRAPH COMPANY
521 S. W. Boulevard, Kansas City, Mo.



GOLD PENS -- All Shapes and Styles

Imprint Work a Specialty

Prompt Repair Service

All makes Gold, Fountain, Stylographic Pens. Pencil Cases perfectly repaired and returned day received. Satisfaction guaranteed.

GEORGE P. GAYDOUL, 50-56 John St., New York

THE LINEOGRAPH Flat Bed Duplicator

is simple in construction, simple to operate. Results always satisfactory. 1,000 type or hand-written circulars can be made from one original. Neat, clean, compact.

Lineograph machines are sold without restriction regarding supplies. However, we make the best scientifically adapted materials and are not bothered by outside competition. Send for prices and descriptive booklet.

Agents and Dealers Wanted

THE LINEOGRAPH COMPANY

Makers of Duplicators and Supplies

112 Fulton Street New York, U. S. A.

department of Barker Brothers of this city, has been appointed manager of the western division for the Corona Typewriter Company to succeed M. W. Hard. Mr. Pelton is a man of wide experience in the typewriter business, having spent years in the service of several of the older typewriter companies. His headquarters will be at 609-11 South Spring street, Los Angeles.

Minot, N. D.

Walter C. Brower, who formerly managed the Fargo sub-office of the L. C. Smith & Bros. Typewriter Company, recently took charge of the company's office at Minot, N. D. Mr. Brower is one of the most energetic, enterprising and successful typewriter men in the northwest and his company has every confidence that he will make a splendid record in his new territory.

Newark, N. J.

A. W. Rudiger, for many years a salesman with the Remington Typewriter Company, Newark, N. J., has just opened a large store of his town at 197 Market street in that city, under the firm name of General Typewriter & Supply Company.

New York, N. Y.

Thomas D. DeWitt, of the New York office, has been promoted to the position of office manager at the New York office of the Corona Typewriter Company, with authority to act for Manager Sroufe in the latter's absence.

* * *

The Demand Typewriter Company, Inc., has been organized in New York, with a capital of $100,000, to manufacture typewriters, etc. S. R. Perry, A. F. Davidson and F. S. Moore of Newark, N. J., are the incorporators.

* * *

The Star Typewriter Company, Inc., typewriting machine material and office fixtures, is a recent incorporation, with a capital of $5,000. M. Wormsers, F. M. Coons and A. Weil are the incorporators.

San Francisco, Cal.

M. F. Creahan, special representative of the Reliance Typewriter Company, Pittsburgh, Pa., arrived in San Francisco recently after a trip through the southwestern territory and Utah. He is making his headquarters with C. H. Jenkins, Pacific Coast representative of the Reliance company.

* * *

Albert Liebes spent the latter part of March in the San Joaquin Valley conducting an introductory campaign in the interests of the Reliance Premier typewriter.

* * *

A. K. Pressey has taken a position with the C. H. Jenkins Company and will give special attention to its Blickensderfer department. He is an old-time Blick salesman and is well equipped to push that part of the business.

St. Louis, Mo.

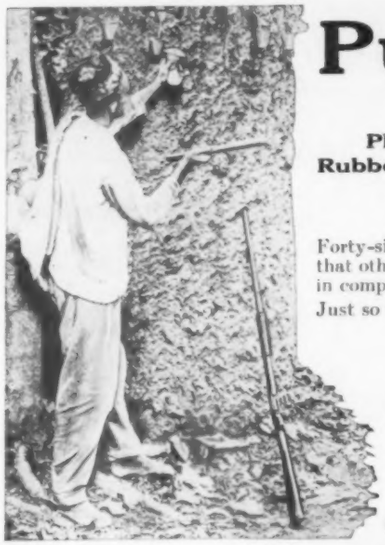
The Corona Typewriter & Adding Machine Company has moved from the corner of Twelfth & Olive streets to 204 North Seventh street.

Tulsa, Okla.

Roy W. Short of Houston, Texas, where he was city salesman for one of the leading typewriter companies, is now in charge of the sub-office of the L. C. Smith & Bros. Typewriter Company at Tulsa. Mr. Short made a splendid record at Houston and is expected to exceed that record with the L. C. Smith machine at Tulsa.

Vinita, Okla.

H. B. Taylor, who was a Royal typewriter dealer in this city, has been promoted to a position as salesman on the regular force of the Royal field department. Mr. Taylor will be placed in charge of a large and important territory in northern Texas.



Pure Gum Rubber

Full of life

Platens for typewriters and adding machines **Feed rolls**
Rubber feet **Rubber bands** **Telephone cushion receivers**
Cuspidor mats **Perforated mats**

"Everything that's best in rubber"

Forty-six years back, Dr. B. F. Goodrich bought pure gum Para rubber stock the same that other rubber chemists bought, but he made White Anchor Brand Fire Hose so superior in compound and cure that some of it's in use yet.

Just so with every other one of the fifteen thousand items in the

GOODRICH

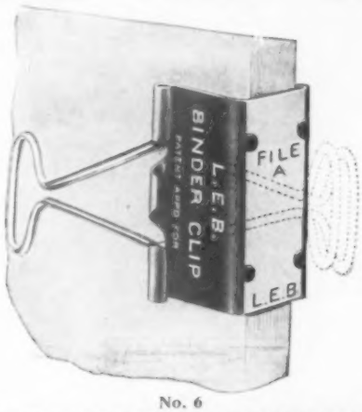
catalog. Practically applied they prove superior and have therefore built up a business that is known for rubber goods that last.

Follow this call Mr. Dealer by ordering rubber office appliances that are KNOWN, that SELL, that LAST.

The B. F. Goodrich Company

Factories: AKRON, OHIO **Branches in All Principal Cities**

THE "CADO" BRAND "L. E. B." BINDER CLIP



No. 6

Will instantly make a book of any papers, with the title on its back. You can instantly remove any paper therefrom, or add any paper thereto. It is the simplest, cheapest and most handy filing system ever devised. It also adapts itself perfectly as a valuable auxiliary to present filing systems. Letter files are kept on shelves just the same as books.

*No. 2	(3/8 in. capacity),	4c each,	40c per doz.
No. 5	(5/8 in. capacity),	5c each,	50c per doz.
*No. 6	(5/8 in. capacity),	5c each,	50c per doz.
No. 10	(1 1/4 in. capacity),	10c each,	$1.00 per doz.
*No. 11	(1 1/4 in. capacity),	10c each,	$1.00 per doz.

*With tabs on back for INDEX. See illustration of No. 6.

No. 506 (3/8 in. capacity), binding edge 5 inches, 15c each.
No. 511 (1 1/4 in. capacity), binding edge 7 inches, 25c each.

Write for booklet "What Shall we do with the Back Numbers?" and trade price.

CUSHMAN & DENISON MFG. CO., **240-242 W. 23rd St., New York**

The FOX Will Stand Lots of Hard Work —It Wasn't Raised for a Pet

The Fox is a practical, scientifically-built, light-running Typewriter **that anyone can use.** It doesn't take all of the Operator's time, thought, memory and imagination for its operation—it leaves these free for the work they have to do.

The FOX is a Competition Smasher

How a competing salesman does hate a Fox Typewriter!

WHY? **Because an Operator will not trade out a Fox except for another Fox.**

Representatives wanted in every City and Country of the world. **We are making the Prices that get the Business.** *Mention Office Appliances for April.*

FOX TYPEWRITER CO.

3104-3114 Front Avenue **Grand Rapids, Michigan, U. S. A.**

Your Jobber Has Them

Patented Sept. 29, 1894
Trade Mark
Copyrighted Jan. 28, 1895

LAVETTE'S
Patent Photo-Mailing
Envelopes

For carrying safely in the mails photographs, cards and other flat articles in danger of crushing.

For samples, prices, etc., write to

H. C. LAVETTE
224 S. Jefferson St. CHICAGO
ESTABLISHED 1891

THE PERFECT PLUGLESS ROLL

For adding machines of all makes. We have eliminated the wooden core with its faults.
The Plugless Roll is guaranteed to contain 250 lineal feet. The stock is white wove, hard, sized writing, 18 pound folio, free from lint or dust.
If you prefer the 2 5-16 in. rolls with wooden cores, we will furnish them at the same price as plugless.
Write for samples.

GEO. IRISH PAPER COMPANY, Manufacturers
21 River Street, - Buffalo, N. Y.
CANADIAN HOUSE—Monarch Paper Co., Ltd., 60 Victoria St., Toronto

Your Manufacturing Problems Simplified

¶ We will take your article, develop and improve it, design and make the tools and special machinery for its manufacture. We will produce it for you *in our factory*, or design and make a complete equipment of jigs, fixtures, dies, etc., for its production *in your own factory*.

¶ Our tool department is peopled by 300 expert designers and tool makers.

¶ Consult us regarding your proposition. Our advice will be valuable to you.

The Taft-Peirce Mfg. Company
Main Office and Works: **Woonsocket, Rhode Island**
NEW YORK, 165 Broadway DETROIT, 1311 Majestic Bldg.

Ribbons and Carbon Paper

Our aim is to get new accounts, not with the object of getting all we can during the European struggle, but with the aim of keeping these accounts for years to come. Therefore our prices are the same.

You will find our product as good as the best. Write us your requirements and we will mail samples and prices.

APTER BROTHERS MFG. CO.
412 So. 5th Avenue CHICAGO, ILL.

EUREKA EYE SHADE

DARK DAYS CLEAR HEADS

All winter long office men and women must work under glaring artificial lights and it is worth considerable to them to protect themselves from the resulting eye strains and headaches. Display the Eureka Eye Shade in actual use—post a notice in your store calling attention to the display and describing the protection afforded—and sales will be forthcoming.

Retail price 25 cents—Sold by all first-class Jobbers.
CHICAGO EYE SHIELD CO., 134 S. Clinton Street, CHICAGO

ADDING MACHINES

Berlin, Germany.

An ordinance published by the German government on February 26, 1916, prohibits until further notice the importation into Germany of adding machines and typewriters.

Cincinnati, O.

The Dalton Adding Machine Company held a district salesmen's and sales managers' convention at Cincinnati, March 10 and 11, at which President James L. Dalton presided. The first day was devoted to talks and discussions, the second day to a visit to the factory at Norwood, a suburb of Cincinnati. A dinner was held Friday night in the fountain room of the Gibson hotel.

Philadelphia, Pa.

An important district meeting of the Dalton Adding Machine Company was held in this city during the week of the business show. President James L. Dalton presided. The district salesmen and sales managers present visited the business show after the sessions of the convention and were greatly interested in the Dalton exhibit and in other exhibits at the show.

San Francisco, Cal.

The local office of the Burroughs Adding Machine Company has taken additional space on the second floor of the Bankers Investment building, which is being used as a branch of the home office advertising department. W. J. Healy, local manager, says it has been found expedient to direct the advertising for the Pacific Coast from a point nearer than Detroit and for that reason in closer touch with western conditions. The new department will be in charge of a trained man from the home office under the direct supervision of District Manager D. W. Saxe.

* * *

The western agency of the Dalton Adding Machine Company, under the management of W. W. Erskine, will be moved shortly from 37 Montgomery street, where it has been located for the past five years, to new quarters on the second floor of the Crossley building, New Montgomery and Mission streets. The new location will provide much more room and better facilities for the demonstration and distribution of Dalton products. Mr. Erskine expects to spend the major portion of April in Los Angeles. He says March was a better month than February in number of sales, and he considers indications favorable for continued improvement.

Seattle, Wash.

The northwestern agency of the Marchant Calculating Machine Company has moved to 425 Central building, Seattle, from 307 Oriental block. T. L. Edwards is the gentleman in charge of this agency.

Sioux Falls, S. D.

W. H. Woodward, all-star salesman with the Sioux Falls office of the Burroughs Adding Machine Company, had a narrower escape from death recently than most of us care to experience. He was in a serious wreck that occurred in February on the South Dakota Central railroad. He was not injured, but he was badly shaken up, and all of his personal baggage and portfolio were burned. His ledger posting machine and ledgers were checked on the ill-fated train and they, too, were destroyed.

ELLIS MECHANICAL POSTING MACHINE

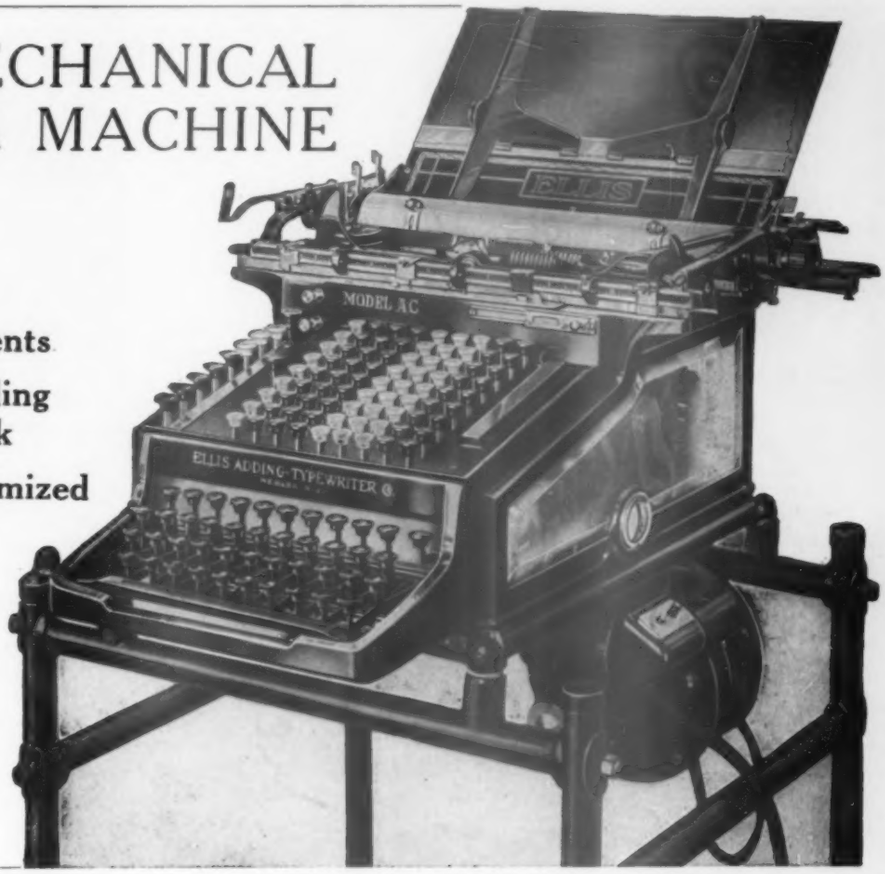
Bookkeeping

Ledger Posting

Monthly Statements

All Kinds of Adding Machine Work

Bank Work Minimized



ELLIS ADDING TYPEWRITER COMPANY

Newark, New Jersey

DEALERS AND AGENTS WANTED

TO SELL

The New Woodstock Visible Silent Typewriter

IN THE UNITED STATES AND FOREIGN COUNTRIES

STANDARD, in shape, weight, equipment and design. Has ball bearing carriage, two color ribbon device, 42 keys, and all other necessary conveniences.

TWENTY PER CENT LESS PARTS than any other standard machine, and has a greater percentage of hardened steel parts than any standard machine of simple construction.

Owing to quality and our new sales plan it sells with little effort.

Simple—Durable—Artistic—Efficient

Manufactured, Sold and Guaranteed by

Woodstock Typewriter Co., Woodstock, Ill.

The Lightning Change Maker in Theatre Service.

Leadership Within a Year

A year ago the Lightning Change Maker was first placed on the market. Today it is the acknowledged leader among change-making mechanisms in every branch of commercial activity.

This leadership a based on performance—not claims. Every machine sold was purchased after it had demonstrated its ability to save time and energy and had proven its accuracy to the entire satisfaction of the customer. After rigid tests

The Lightning Change Maker

Has Been Adopted by These Representative Concerns:

Boston Elevated Railway.
Armour & Company, Chicago, Ill.
U. S. Trust Co., Boston, Mass.
Ft. Dearborn Trust and Savings Bank, Chicago, Ill.
John Hancock Mutual Life Ins. Co., Boston, Mass.
Marshall Field & Co., Chicago, Ill.
Commonwealth Edison Co., Chicago, Ill.
Southwestern Telephone & Telegraph Co., St. Louis, Mo.
Jevne & Co., Chicago, Ill.
Majestic Theatre, Detroit, Mich.

The above are but a few of a long list of users. Additional names on request.

Made in Three Models

—a pay-roll and bank model, changer model and a theatre model. Details gladly mailed on request.

The Barrett Changer Co., 618 So. Michigan Blvd., Chicago, Ill.

"There is Money in Specialties"

—Practical Salesmanship.

When one considers the tangible value of ROSCO specialties and the saving of time and temper effected by their use, and the testimony of dealers who are already handling the line, he finds that this proverb applies with particular force to these devices.

The Rosco Glass Desk Pad

is a convenience whose value cannot be overestimated. For memoranda it provides a place which cannot be overlooked, because it is right in the line of vision of the man at the desk.

ROSCO INADRAWR
Steel Stationery File

fills a real requirement in the work of thousands of stenographers. It contains a full assortment of stationery; it prevents dust and dirt from spoiling its contents; it assembles the necessary material in one small box, thus increasing the stenographer's output. DEALERS: These specialties have proven their merit and their salableness. A display of them will prove a steady source of profit to you. Write for information and descriptive matter.

Ravenswood Office Specialties Co.
West Ravenswood and Newport Aves., CHICAGO

OTHER MACHINES

Chicago, Ill.

The Barrett Changer Company, now at 812 Association building on La Salle street, will move April 15 to the Barnheisel building, 616 Michigan boulevard. Here the company will occupy a portion of the third floor, installing their general offices and city sales department.

* * *

J. L. Harrington, who until recently sold Addressographs in Los Angeles for Cunningham, Curtiss & Welch, the Addressograph representatives in that city, has recently joined the regular selling staff of the Addressograph Company and has just been assigned to a Chicago territory, in which he has already secured some excellent results.

Boston, Mass.

The Todd Protectograph Sales Company of Boston, Mass., capitalized at $5,000, has been incorporated, to engage in the manufacture and sale of stationers' novelties, check protectors, etc. The stock is divided into fifty common shares of a par value of $100,000 each. The incorporators are William E. Clark, president and treasurer; Grosvenor Calkins, clerk, and Gladys O. Mitchell, each holding one share.

Los Angeles, Cal.

W. W. Johnson, formerly manager of the Philadelphia Branch of the Royal Typewriter Company, is now handling some of the lines of the Business Equipment Sales Company, Los Angeles.

* * *

Sales Manager Snow of the Revolute Machine Company of New York City, manufacturers of blue printing machines, spent some time among local users of this apparatus recently.

New York, N. Y.

L. Sainberg, manufacturer of desk pads, moved on April 1 to 65-67 West Houston street, where he has over 6,000 square feet of floor space and all modern manufacturing conveniences.

* * *

The New York Coin Card Company has been organized, with a capital of $5,000. F. J. and J. Felbel and H. Steele of Brooklyn are the incorporators.

Seattle, Wash.

Rex Foster, who for several months has been in Rochester, N. Y., as assistant sales manager of the Todd Protectograph Company and editor of the Protectograph Weekly Bulletin, has been assigned to the managership of the Protectograph agency at Seattle. Mr. Foster had long desired to get a transfer to some of the western offices and when the opportunity at Seattle came up he instantly put in his application. Mr. Foster's successor in the sales department at the factory is George W. Lee, formerly of Michigan. Mr. Lee has made a splendid record as a salesman in Ohio, and general agent in Michigan, and a special representative on several occasions. He is the originator of several successful selling ideas that have been adopted by other salesmen of the Protectograph company. Mr. Lee has already taken charge of the Bulletin, to which he has always been a generous contributor.

The Versatile Stenographer—

he or she who has other duties to perform besides using up note-books and tapping the keys of a typewriter—requires a desk which will not only serve all the purposes of a typewriter desk but will also give ample facilities for the performance of other clerical duties.

It is for such stenographers that we manufacture the

"2 in 1 Clemco"

A CLEMCO DESK
THE CLEMETSEN CO
CHICAGO, USA

with the "Clemco" Ball Bearing All-Steel Mechanism

which gives perfect balance to the typewriter platform, so that the gentle pressure of a girl's hand is sufficient either to bring the typewriter into position for use or to tuck it away into the pedestal of the desk.

The location of the Clemco mechanism in the pedestal allows constant and uninterrupted use of the desktop. When the typewriter is up in position for use, the mechanism is locked automatically and rigidly.

Your customers cannot fail to respond to such a messenger of increased efficiency when the message is properly presented.

Just drop us a line for our catalogue and prices.

THE CLEMETSEN COMPANY
2608 Flournoy Street, CHICAGO

IF an office table were an intricate machine wouldn't you be looking for new places to sell it? Just because you crept under a table when you were too much of a kidlet to walk and have known tables all your life you think, "oh, tables are just tables." One man sold forty St. Johns tables of five different patterns to one company that supposedly had all its equipment. Do you know how much profit that meant? Do you suspect how much of an "efficiency engineer" they said he was and how often they called upon him thereafter for things harder to sell? ST. JOHNS TABLES are one of the *major propositions* of the appliance business. Get their new catalog and rub your eyes, Man!

No. 33

St. Johns Table Company **Cadillac, Michigan**

No. 3 Combination Typewriter Stand

Ideal Tubular Stands

are now used by practically all leading manufacturers of office machinery of every kind for which a stand is necessary.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations at our risk.

The cuts herewith show but two of a great variety of styles.

Cut at left shows model No. 3 combination portable and rigid typewriter stand. Same model with all its advantages will be furnished for any other office machinery.

Mount your machine on our stand, roll it to your work, throw the crank to other side, and you have a rigid stand.

Write for circular with prices and discounts.

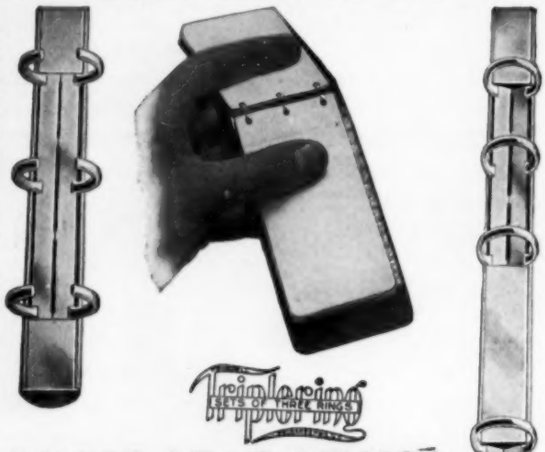
Burroughs Adding Machine On Our Stand

Fowler-Manson-Sherman Cycle Mfg. Co.
1447-1455 W. Austin Ave., Chicago

There are positively no strings attached to this

It is a "Steel-Tye" (Expanding) Envelope—no strings or tapes, you know; closing instantly—holding tightly—contents *always* safe, and held firmly in their place. As "Steel-Tye" Envelopes have no accordion plaits or gussets to wear out, these envelopes are always good looking; last longer and hence are cheaper. Send for interesting booklet on "*Steel-Tye*" Envelopes.

George B. Graff Company
294 Washington St., Boston, Mass.
Manufacturers of Vise Signals and Vise Index Tabs



Triplering
SETS OF THREE RINGS

LOOSE LEAF MEMOS

are built on new and correct lines, permitting the greatest compactness, beauty, strength and simplicity.

Made in several bindings; low, medium and the highest grades, including our patented one-piece "KUT FLUSH" binding.

The metal of which the rings are made is oval and solid.

Pictures of metal parts shown are actual size. Note the compactness and beauty.

Trussell Mfg. Co.

10 N. Cherry St., Poughkeepsie, N. Y.—Branch, 106-108 Fulton St., N. Y. C.

HIGGINS

- Drawing Inks, Blacks and Colors
- Eternal Writing Ink
- Engrossing Ink
- Taurine Mucilage
- Photo Mounter Paste
- Drawing Board and Library Mucilage
- Office Paste
- Liquid Paste
- Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter Supplied to the Trade. Discounts and Trade Prices give good profits.

Consumers, emancipate yourselves from the use of corrosive and Ill-smelling inks and adhesives and adopt the **Higgins' Inks and Adhesives.** They will be a revelation to you.

We protect the trade by referring all orders and inquiries thereto.

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives

Main Office and Factory, Brooklyn, N. Y., U. S. A. New York-Chicago-London

PENS AND PENCILS

Jersey City, N. J.

George E. Long, vice-president of the Joseph Dixon Crucible Company, returned not long ago from an enjoyable vacation in Cuba.

New York, N. Y.

William A. English, formerly buyer of pencils for the Tower Manufacturing & Novelty Company, New York, has resigned that position and has taken a position as pencil buyer for James S. Einstein.

* * *

The L. E. Waterman Company has completed plans for a twelve-story office and store building on the north side of Cortlandt street, about ninety-nine feet west of Broadway, the present site of the Waterman office and store. The building will have a frontage of 25 feet and a depth of 125 feet and will be fireproof. Its cost is estimated at $100,000.

* * *

The Spencerian Pen Company, 349 Broadway, is reported to have changed the price of Spencerian pens when sold by the jobber in less than 25 gross lots. The new price is 75 cents net per gross. The former price was 72 cents net.

* * *

One thousand feet of educational moving picture film showing the manufacture of fountain pens made by the L. E. Waterman Company is being exhibited before commercial schools and boards of trade in New England.

* * *

The Eagle Pencil Company has moved its offices to 703 East Thirteenth street.

* * *

A. C. Bowles, local manager for the Joseph Dixon Crucible Company, made a short trip to Salt Lake City, Utah, recently.

San Francisco, Cal.

Wallace T. Wetherby, formerly representative of the S. & E. M. Vernon line, has taken a position with Eberhard Faber. He will have charge of the educational department for the western territory covered by A. B. Thomas. He has had wide experience in the business and is well known in the Pacific Coast stationery and office supply trade. He went south on his initial trip with the company about the middle of January, being accompanied as far as Los Angeles by Mr. Thomas. The latter was only gone a few days, however, and has since been showing the Faber lines at the Palace Hotel here.

* * *

Angy B. Thomas, western representative of the Eberhard Faber line, is back at his local headquarters after a general tour of his territory. He says conditions are improving wonderfully in the Northwest, and that business is good generally, for that matter, it being more of a difficulty now to get goods than to sell it.

* * *

Andy Wilson of the Eagle Pencil Company's home office was in this city recently on his way to Southern California to establish his home near Los Angeles. In future he will look after the company's educational work in the Pacific Coast territory.

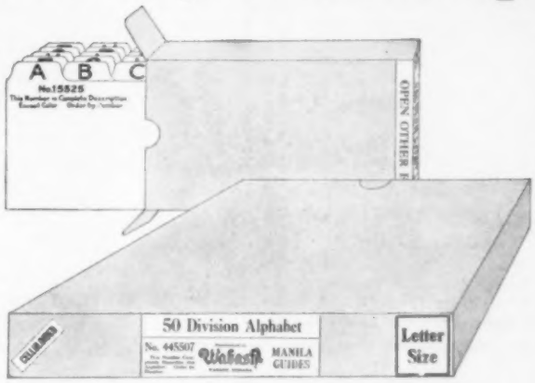
How We Save 90% of Your Spoiled Stock

Our way of banding, boxing and cartoning cards, guides, alphabets and folders, will save 90% of your spoilage, and keep your stock clean and neat on your shelves.

Cards are banded in packages of 100, with five packages in a good, strong cardboard box in loose cover.

Guides and Folders are packed in cartons, 100 to a carton, they pile to any height and you can sell a package over the counter without the necessity of wrapping.

Exclusive dealers desired in this and foreign countries where not at present represented.



The Wabash Cabinet Co.

Main Salesrooms, Executive Offices and Factories

Established 1883 **Wabash, Ind.**

Alphabets are packed in individual cartons, one set to a carton.

All boxes and cartons are distinctly labeled and numbered, so that the various sizes and kinds can be distinguished at a glance.

If you do not handle our supplies, we want to send you free of charge, an alphabet in its dust proof carton. ***No better time than now to examine our line.*** Write us at once.

Also manufacturers of highest quality Filing Cabinets, Systems and Supplies for Filing Cabinets.

EVER SHARP

PERFECT POINTED PENCIL PRODUCES PROFIT

A large Chicago stationer reordered over twenty times in two years. A dealer in a small town in the Ozark Mountains sold one hundred dollars worth in two months.

Dealers who have handled *EVERSHARP* are enthusiastic regarding its sales, although some of them before taking the line were doubtful of its possibilities. It is pencil perfection intended for all classes of pencil users. It is made up in a variety of materials. Solid gold, filled gold, sterling silver, silver plated, etc. It is also made plain or embossed in several different styles. Every *EVERSHARP* pencil has many exclusive features. It uses thin leads of the finest possible grade the full diameter of which makes a clean cut writing line which never varies; no waste of lead. It carries eighteen inches of extra lead; more than any other pencil. The leads are easily placed in the point and are held very rigid. The pencil feeds with a positive screw action which can be operated with one hand.

Commercial stationers who have not yet investigated its merits will find *EVERSHARP* a line of unequalled quality and good profit. Send now for our special case offer.

EVERSHARP PENCIL CO. **Peoples Gas Bldg., CHICAGO, ILL.**

CARDINELL VINCENT CO., San Francisco, Cal., Sole Pacific Coast Agents

Flat Top DESKS

are efficient

The machinery of business moves across them smoothly — there are no crannies and corners to accumulate dust and hold back important papers.

B. & G. Flat Tops are well built and give long service —they are quality desks.

We also manufacture roll top, standing and typewriter desks.

Catalog mailed on request.

Bentley & Gerwig Furniture Company

PARKERSBURG **WEST VIRGINIA**

THE STRONGEST ARGUMENT

you can present to your customers for a device is that it is both sanitary and efficient. And these are the arguments which advance themselves when you present IDEAL for consideration.

The IDEAL is made of glazed white porcelain and polished nickel-plated brass. So it may be cleaned with hot water as often as necessary, and will not wear out in a lifetime.—No rubber, sponge, or felt to cause unsanitary conditions and wear out or fall apart periodically.

The revolving cylinder makes for greater speed in moistening stamps, envelope flaps, labels, etc.

The IDEAL Sanitary Moistener is carried by jobbers and dealers throughout the United States.

The IDEAL would be a good proposition for you.

THE IDEAL MOISTENER COMPANY
Manufacturers
FINDLAY, - OHIO

Advertising matter in Spanish furnished if desired.

THE ONLY ADJUSTABLE POST-BINDER ON THE MARKET

Here's a simple device that enables the office boy to bind into book form "in a jiffy" any kind of loose leaf records.

The "F-B" Loose Leaf Holder

Pat. May 13, 1913.

is adjustable to any distances between punch holes and to any size of paper.

The retail price is $3.00 a dozen with liberal discounts to dealers.

ROCKHILL & VIETOR
Sole Agents
Dept. "F-B" 22 Cliff St. New York City
Branch: 180 N. Market Street, Chicago

THE ADAMS IDEAL BOOK AND KEY RING

The ring of unlimited uses, the simplest, quickest operated and most satisfactory ring ever invented for perforated sheets and binders of all sorts. Allows the sheets or binder to lie perfectly flat, when opened at any point. This ring is also one of the very best key rings on the market. It will allow one to take off a key in a jiffy and this feature is something which has been overlooked in all the other key rings now made. Beware of imitations. Our goods are handled by leading stationers. If you do not carry them, write us at once. Order through your jobber. Manufactured by

HENRY T. ADAMS, 6823 South Chicago Ave., Chicago, U.S.A.

LOOSE LEAF

Chicago, Ill.

Recent visitors to Chicago houses from out of town loose leaf manufacturers included W. R. Clarke of the Sam'l C. Tatum Company, Cincinnati, and C. J. Dunbar of the Tenacity Manufacturing Company, Cincinnati.

* * *

Peter Rietzell, representing the Boorum & Pease Company, recently made an extended trip to Wisconsin.

* * *

The Baker-Vawter Company not long ago moved its loose leaf stock to headquarters in the Continental & Commercial National Bank building.

* * *

Wm. W. Matthews, who represents the Gresham Blank Book Company and the Reid Company, has taken on the lines of the Niagara Clip Company and Julius Bandes, manufacturer of ink stand bases. Mr. Matthews' headquarters are at 54 West Lake street.

* * *

The Commercial Stationery & Loose Leaf Company is the new name of the former Baker-Vawter stationery store. The company has been incorporated at $65,000 by L. W. Parker, George G. King and Orville B. Sieter. The new company will continue the stationery business as heretofore but will have no connection with the Baker-Vawter Company, manufacturers of loose leaf devices.

Kansas City, Mo.

The Irving-Pitt Company have issued a temporary price list of stock sizes in ledger lists. This became effective on March 20 and is supplementary to Catalogue No. 71. This action was made necessary by advances in the price of paper between the time the catalogue was sent to the printer and the time it was issued. The company expects that further advances will necessitate additional temporary price lists, subject, of course, to regular discounts.

Nashville, Tenn.

E. E. Boegli & Co., manufacturers of the E. & E. posting ledger, have removed their headquarters from Des Moines, Ia., to Nashville, Tenn., locating their offices at 317-19 Fifth avenue, North.

Philadelphia, Pa.

The Manco Club, composed of employes and executives of the William Mann Company, held a dinner and entertainment on April 8, at the Hotel Adelphia.

San Francisco, Cal.

The local office of the Wilson-Jones Loose Leaf Company has been moved to Room 24 of the Balboa building. E. J. Scollard, western representative of the company, spent the early part of March in Southern California, and has since been making short trips out of San Francisco. He says the outlook is exceedingly bright in the Valley towns.

* * *

Geo. H. Wolcott, western representative of the Irving-Pitt Manufacturing Company, is expected back in California shortly after a trip through Montana, Utah and a visit to the home office in Kansas City.

The P-M Yankee Automatic Ledger

with self contained, collapsible rack is best adapted to

MACHINE POSTING

Advantages

Covers stand at same angle whether back is open or closed.

No separate racks to locate when using a ledger.

Opens to full capacity by pressure of the thumb; closes and locks at any point by manual pressure. Key may be used if compression is desired. Fifth or spring post makes compression unnecessary.

The PLEW & MOTTER CO., Racine Ave. & Monroe St., Chicago, U.S.A.

O.K. TRADE MARK REG. U.S. PAT. OFFICE

"O.K." PRODUCTS

These products received the Gold Medal Award at the Panama-Pacific International Exposition, but whether at Expositions or in the Offices of business men they receive the Highest Endorsement.

THE WASHBURNE "O.K." PAPER FASTENER

On in a flash — "Bulldog grip"

The famous Washburne "O.K." Paper Fasteners are easily put on or taken off with the thumb and finger; can be used repeatedly and **"they always work."** Made of Brass and put up in brass boxes of 100 fasteners each, 10 boxes to a carton.

Attractive, Compact, Strong, no slipping—never!

THE RIES "O.K." LETTER OPENER—

HAND and ELECTRIC POWER MACHINES

The Ries "O.K." Letter Opener has the advantage of few parts. The beauty of its design and finish is most pleasing. All Ries "O.K." Letter Openers embody the best materials, workmanship and finish and are made to give the best service at the least cost for maintenance.

THE SANITARY "O.K." ERASER

The Most Practical Eraser for Everybody

The Sanitary "O.K." Eraser includes an **Adjustable Metal Holder** which keeps **Rubber Clean, Firm and Keen-edged; works better and lasts longer.**

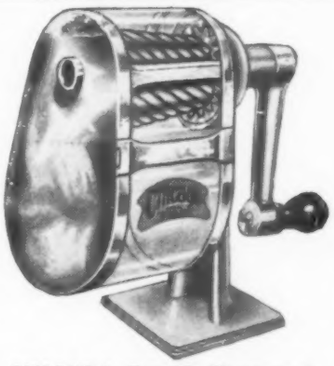
Two Rubbers, the length of the Holder, are made, one for Ink, one for Pencil. **By slight pressure clean Rubber is fed down until used; its narrow** edge allows a letter or line to be erased without injuring another.

Hair's Breadth Cut From Each Envelope — Cannot Damage Contents

Its construction is such as not to permit the cutting edges to reach coins, paper clips, pins, etc; or to injure contents. Heavy manilla or linen lined envelopes may be as readily opened as those of lighter weight. Re-sharpening to maintain keen-cutting can be done for small cost at our factory. This however is seldom required.

Prices with full Particulars, Illustrated and Descriptive Literature Covering These Lines sent on Request. Liberal Trade Discounts.

THE O. K. MANUFACTURING CO., SYRACUSE, N. Y., U.S.A., SOLE MAKERS.



CHICAGO Pencil Sharpener Standard Model — Sharpens standard pencils

$1.00

A Team That Pulls For Profit

There is a universal demand for The Chicago Pencil Sharpener Models shown are

Twin Values.

Retail prices are within the reach of everybody.

Wholesale prices make it worth your while to vigorously exploit.

Advertising matter—cuts and other selling helps sent for the asking.

CHICAGO Pencil Sharpener Giant Model—Sharpens every pencil and crayon made

$1.50

AUTOMATIC PENCIL SHARPENER CO., 1405 Garland Building, Chicago, Ills.

SIMONSON

Patented Metal Tip Guides

For Vertical Letter Files, Card Systems and Check Files, are Indestructible

None genuine unless stamped U. S. Patent No. 794,749 on Metal Tip.

FREE Samples Sent on Request.

Discounts to Dealers.

R. A. SIMONSON & CO.

122 S. Michigan Ave., CHICAGO

"UP-TO-DATE" PENCIL AND FOUNTAIN PEN CLASP

with complete interchangeable calendar—attractive, novel and useful. Clasp of standard design. Calendar under transparent celluloid. Two sizes—one for pencils—one for fountain pens. Clasps supplied on display cards.

STATIONERS—Get particulars and prices.
Order from jobber or send 15c for sample.

ARGUS MFG. CO., 128 So. Honore St., Chicago, Ill.

SPURGIN'S DOUBLE - QUICK INDEX

HIGH EFFICIENCY AT LOW COST

Spurgin's System for indexing correspondence combines the **alphabetic and numeric** principles, in the **most effective way** to secure important results not obtainable by any other arrangement.

As a method which practically **insures quick access** to correspondence, it is the most effective **"filing-to-find"** plan in use. For full descriptive matter, address

SPURGIN MFG. CO., Inc.

DOUBLE-QUICK REGISTERED LABEL

304-306 W. 69th St. CHICAGO

WEDDING Engraved Wedding Invitations and Announcements, Social and Business Cards, Steel Die Business and Social Stationery. High grade stock and work. Buy direct from makers. Samples and prices gladly furnished. State kind of samples desired. The American Embossing Co., Buffalo, N.Y.

Desk Pads

We are manufacturers for over a quarter of a century and we

Know how to make Desk Pads

SIXTY STYLES — ALL SIZES — PRICES RIGHT

Tell us what kind of Desk Pads you are interested in and we will gladly quote prices and send samples if you wish—*Or*—Order a small quantity to try us out.

L. Sainberg, 73 Barclay St., New York City

Also Mfrs. of Elsane Card Index Cabinets. Ask for circulars and discounts

FURNITURE

Boston, Mass.

John W. Lewis is now with the Boston Metal Fireproofing Company, 8 Beacon street, Boston, Mass.

Cleveland, Ohio.

E. F. Polley has changed his headquarters to the Cleveland branch of The Safe-Cabinet Company, 608 New England building, having formerly been located at 11 Masonic Temple, Wheeling, W. Va.

London, England.

A cablegrom of March 25 from the American consul general at London gives the information that the Board of Trade has announced a proclamation prohibiting after March 30 the importation into the United Kingdom of furniture, manufactured joinery, and other manufactures of wood, except lacquered wares. Licenses will be granted for importing into the kingdom such of these products as were en route on March 24 or were actually purchased on that date.

New York, N. Y.

The Globe-Wernicke Company has leased the premises at 138-140 Grand Street. This is a six-story building. The total rent for the term is about $50,000. The building will be alternated for the purposes of the company, and used as a distributing station.

San Francisco, Cal.

The C. H. Jenkins Company, which has the agency in this section for Meilink safes, recently installed these safes in two new oil tankers of the Union Oil Company—the La Brae and the Los Angeles. Mr. Jenkins is showing the new office model of the Meilink line, and says it is in good demand.

* * *

Wooden transfer cases and similiar specialties for the local trade are being made here by Nicoll & Company, cabinet makers at 45 Ecker street. They first engaged in this business last year, when a number of shipments from eastern factories were held up by the Panama Canal blockade, and have since been doing an increasing business.

* * *

Payot, Stratford & Kerr have taken on a large line of metal card index files, which they are displaying to good advantage.

Sioux City, Iowa.

The Fireproof Office Furniture Company, commercial stationers and office outfitters, is a comparatively new concern whose place of business is 618 Fifth street. This company, whose president is Charles Wagner, specializes in steel and wood desks, chairs and filing cabinets. The line includes safes, lockers and shelving, and also suitable indexes, guides and supplies. We are informed that this concern, although at present not large, is coming rapidly to the front. Mr. Wagner, its president, was formerly of the Fireproof Furniture & Construction Company of Miamisburg, Ohio. The company carries the lines of the Fireproof Furniture & Construction Company, the Shaw-Walker Company, the Weis Manufacturing Company and The Globe-Wernicke Company.

PANELED ILLUMINATED INITIAL

A dainty white box, containing 24 gold edged sheets, with sunken panel, or 24 gold edged correspondence cards with sunken panel, stamped with any initial in the style illustrated herewith in gold with blue illuminated background, and 24 envelopes to match, neatly packed with tissue and silk tie, is a true pledge to the receiver of the beautiful gift it contains.

BUNDE & UPMEYER CO. Milwaukee, Wis.

DAN-DEE

Fire Proof Waste Baskets

Can be supplied without openings if desired.

Two Sizes — Twelve Finishes

THE DAN-DEE STRONG BOX

Is More Popular Than Ever

Order sample one-half dozen and be convinced

Size 12x8x6"—Weight 10 lbs. each.

Send for Catalog and Prices

ERIE ART METAL CO.

ERIE, PENNSYLVANIA

No. 386. Oak Revolving Office Chair

No. 386½. Oak Stationery Office Chair

No. 387. Oak Revolving Stenographers Chair

Write for exclusive Agency.

Dealers Only

We have been making chairs for 50 years. We ought to know how.

The Buehner Chair Co.

Evansville, Ind.

The Chicago Glass Desk Pad

Absolutely Dust-proof

THE Chicago Glass Desk Pad provides a smooth, hard writing surface, protects the desk, is strictly sanitary and improves the appearance of the office.

The glass which extends to the edge of the pad and leaves neither pockets nor cracks to collect dust, is made of plain and beveled glass, and rests on a leatherette base. The glass can be raised easily without being pushed over top of desk or table.

Price $3.00 to $7.00 Attractive terms to dealers.

CHICAGO MIRROR AND ART GLASS COMPANY

Established 1890

216-220 N. Clinton St., CHICAGO, ILL.

A PERFECT WORKING DEVICE

The McM. Push Button Binder

"It works like an electric switch"

Solid or Sectional Posts—Interchangeable
Any Binding Style—Any Size

Ask your dealer or write to

McMillan Book Co., Syracuse, N.Y.

TRINITY CARBONS AND RIBBONS
LET US SELL YOU SOME
CARBON PAPER SERVICE
A two cent stamp will get us together.
Standard Carbon & Ribbon Co., Inc.
New York City
Business as Usual During Alterations to Map of Europe

EASY FASTENER
Samples and prices free upon request.

SIMPLE and EFFECTIVE
for fastening letters, orders, invoices, deposit slips and other papers. It is easy to use and holds papers firmly without possibility of slipping. Used constantly by concerns who capitalize the importance of simplicity and system.
EASY FASTENER CO., Candler Bldg., Atlanta, Ga.

Mr. Typewriter Dealer
Have you taken into account the fact that we probably can furnish you with just the typewriters you want?
We are wholesalers only in rough and rebuilt machines, carrying a large stock on hand and every machine is the finest selected stock ready for your customer.
With our connections we are prepared to take care of you and our quotations are worth getting.
Export Trade is of Particular Interest
Write for our price list No. 27 today, you'll find it worth your while.
N.T.E.Co.
National Typewriter Exchange Company
Equitable Bldg. Boston, Mass.

Sample 25c Postpaid

Big Profit to Dealers
The only brush that will clean all parts of machines. Small end cleans type, large end cleans in between keys, under carriage, the type rods and all hard-to-get-at places. For typewriter, billing and adding machines it cannot be beat. Total length 14 inches. All bristles.
Adopted by Business and Public Schools, Public Institutions, Hospitals, U. S. Government and City Departments and the Largest Concerns in the Country.
If you use any quantity of wire twisted brushes, send samples and our prices will be interesting!
CLEANALL TYPEWRITER BRUSH CO. Mfg. of Wire Twisted Brushes, 946 TELLER AVE., NEW YORK

THE Tengwall
REG. U.S. PAT. OFF.
FILE
Bind your correspondence and loose-leaf accounting forms in the Tengwall File.
Its advantage is that a leaf may be inserted or removed instantly without disturbing the other leaves.
We are manufacturers of LOOSE LEAF LEDGER BINDERS — SECTIONAL POST BINDERS— Solid Post Binders, SPRING HOLDERS, Bills of Lading, Order Systems, Bill and Charge Blanks, Purchase Order Systems, Monthly Billing Systems, Combined Cash and Journals, Pay Roll, Leaves, Inventory Sheets, Voucher Records, Manifold Books, Bank Statements, Accounts Payable Systems, Indexes, Etc., Etc. Ask for Catalog. SAMPLES FREE ON REQUEST.
THE TENGWALL COMPANY OF ILLINOIS
2952 Sheffield Ave., Chicago
109 Broadway, New York

RIBBONS AND CARBONS

Baltimore, Md.

It is reported that C. H. Corb & Co., 119 East Fayette street, are in financial difficulties. Our correspondent states that a notice has been posted on the door that the stock of second-hand typewriters, ribbons, carbons, etc., is to be sold by the sheriff.

Chicago, Ill.

During the past month three salesmen have been added to the Chicago sales force of the Crown Ribbon & Carbon Manufacturing Company, Pontiac building, 542 South Dearborn street.

Cincinnati, Ohio.

It is reported that the Ault & Wiborg Company, manufacturers of printers' ink, ribbons and carbon papers, has let contracts for the erection of several buildings at South Norwood, a suburb of Cincinnati, at an expenditure of over $300,000. These buildings will be utilized for the manufacture of dyestuffs formerly imported from Germany. It is expected that the company will not market the new products but will use them in the manufacture of its own printing inks and typewriter supplies.

Cleveland, Ohio.

The Independent Ribbon & Carbon Company is a recent incorporation, with a capital of $10,000. The incorporators are: E. W. Powell, H. J. Relbe, E. S. Couzens, Joe Steverding and V. F. C. Hartman.

New York, N. Y.

The F. S. Webster Company has moved its New York offices to a different floor of the Engineers' building, at 114 Liberty street. They will henceforth occupy the fifth floor where they have been able to secure a large increase in space, made necessary by the marked growth of their metropolitan business during the last two or three years.

San Francisco, Cal.

C. B. Gordon, general manager of the Carter's Ink Company, spent several days in this city recently while on a pleasure trip to the Pacific Coast. He was accompanied by Mrs. Gordon, and from here they proceeded to Santa Barbara, Los Angeles and other points in Southern California. Mr. Gordon was met in Portland, Ore., by E. S. Dearing, who covers the western territory for the Carter's ribbon and carbon lines, J. A. Macauley and H. W. Johnson, the company's other western travelers.

* * *

C. H. Jenkins, western distributer of Carter's ribbon and carbon lines, was fortunate in getting in a large stock before the scarcity of materials became so acute, but he says it is being drawn upon heavily in view of the general shortage.

Washington, D. C.

Representatives of many firms and laboratories have recently visited the United States Bureau of Standards to discuss questions of industrial importance with the bureau. The many different subjects upon which information was sought included the testing of typewriter ribbons and carbon papers.

No. 530
Letter Size
with Ends

'Stands for Quality" **Wagemaker** 'Stands for Quality"

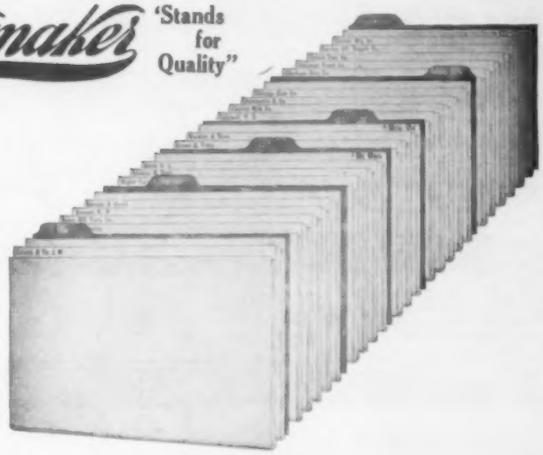
Wagemaker quality Upright for the price of a cheap cabinet.

Here is the best value in Upright Vertical Filing Cabinets with **full panel** detachable ends and **full panel** back, **lip front** drawers, full **roller** bearing supporters, **metal** followers and **cast** brass hardware. The construction provides a Sanitary Base, attached to the cabinet. This is only one of our **large** line of Sectional and Solid Filing Cabinets.

Supplies are the part of your business that is **perpetual.** Obtain your **own individuality** by having your **imprint** on **every** Index Guide. Put them out with your own **trade-mark** for we give you this service without extra cost.

We make a full assortment of Card Record Cards and Index Guides, Vertical File Guides and Folders. Also for Check Files, Document Files and Commercial Reports, Etc.

Get our complete Catalogue and Special Price List on Supplies.



A part of 40 Alpha. Sub-Div. Letter Size

WAGEMAKER COMPANY, Grand Rapids, Mich., U. S. A.

After All, No Ribbons and Carbons like

CARTER'S

INKED RIBBONS AND CARBON PAPERS

for every use. Skilled workmanship and long experience in mixing colors are factors in maintaining CARTER supremacy.

INKED RIBBONS CARTER'S CARBON PAPERS

Sell the Whole Line

15 Days Free Trial

Our Steel Typewriter Table-Cabinet is a big seller but you can make bigger profits and quicker turnovers if you handle the entire line. You get five chances at the customer instead of one.

"The Quality Is Higher than the Price" **UHL ART STEEL** Everlasting Office and Factory Furniture

Typewriter Table Cabinets, "Little Dandy" Typewriter Stands, Catalog Stands, Typewriter Chairs, Bookkeepers' and Factory Stools. Handsome, convenient and durable. You sell them under guarantee and on 15 days' trial. We are building the demand. Be ready to supply it and reap the profit. Carry a small stock and see how quickly it will move.

Write for Details

Get our new proposition and full facts about our new and effective advertising campaign. Write now.

The Toledo Metal Furniture Co.
2645 Dorr St., Toledo, O.

OPEN
Affords as much room as any Typewriter desk. Closed takes only 4 sq. ft. floor space.

CLOSED

THE THREE "RIVAL" FOUNTAIN PENS

OPEN

NEW RIVAL SELF-FILLER Pen is filled by simply turning the collar in center of barrel to opening. Press hard rubber bar, release and pen is filled. No metal parts to corrode or to rot rubber sack. Has all the good, reliable features to be found in any of our pens, plus the special advantage just mentioned.

RIVAL NON-LEAKABLE—Perfect fitting, air-tight joints form a perfect, absolutely non-leaking writing instrument. Can be carried in any position without leaking.

RIVAL DROPPER FILLER—From No. 1 to No. 8 plain, chased, gold mounted with bands and sterling silver and gold filled filigree mountings. Very appropriate for Holiday trade.

SPECIAL FACILITIES FOR REPAIR WORK.

Catalog illustrating our full line and giving Prices and Discounts will be sent to dealers on request. WE FULLY GUARANTEE EVERY PEN.

Established 1884.

D. W. BEAUMEL & CO., Inc.

Office and Factory 35 Ann Street, New York

FOREIGN TRADE SOLICITED.

Established 1875 Incorporated 1900 Still at it 1916

We Make Covers

For Typewriting, Computing and all Other Kinds of Machines Having Bright and Polished Surfaces.

OFFICE FURNITURE and *everything* with *bright surface* should be so protected. We are large manufacturers of these goods and believe we make the greatest quantity and variety.

Send us *sample* or *diagram* of *your article* and we will quote you prices and send sample of the material.

No article too large or *too small* for us to make and figure upon.

Wm. H. Wiley & Son Co., Hartford, Conn.

Either Agency or Price Protection Proposition

KEYSTONE CARBONS
AMITY RIBBONS

For All Purposes.

R. A. BECK, GENERAL SALES AGENT

727 South Dearborn Street, CHICAGO

New York, New Orleans, Los Angeles

Arranged Especially for the Traveling Man

BENNETT'S

TRAVELER'S

EXPENSE BOOK

For keeping a Daily and Monthly Expense Account. Vest pocket size. A page for each day in the month. Also pages for Collections, Receipts, Addresses, Mileage Account, with Monthly Diary, etc. It is called the "Traveling Man's Friend."

12 in a neat box (a year's supply) with leather cover for holding book, with pocket for cards and memo. pad. Complete set with YOUR NAME STAMPED IN GOLD on the cover **$1.00**

SPECIAL PRICE FOR QUANTITIES

E. W. BENNETT, NEW BRITAIN, CONN.

Publisher of Expense Book Specialties.

CATALOGUES

The Cole-Martin Company, Globe-Wernicke agents at Tacoma, Wash., are favoring their friends with a beautiful Tacoma booklet descriptive of a progressive western city of modern buildings and equipment. The cover bears the imprint of the Cole-Martin Company and a beautiful picture of Mt. Tacoma, whose lofty summit is reflected in the lake at its base. This booklet contains pictures of some of the principal buildings of the city of Tacoma, with street scenes. It is largely devoted, however, to showing a great variety of offices in which the new style of filing cabinet is used. Filing cabinets, filing safes, and the whole line of equipment are shown by photographs in actual use in the leading offices in the city of Tacoma. The booklet, although confessedly an advertising book, is interesting and full of information.

* * *

Office Appliances has been favored with a most comprehensive loose leaf catalogue of National desks, including series Nos. 3, 11 and 12; 19 and 21; No. 5, No. 17½ and 17, and a supplementary catalogue of National office tables. With these comes a price list of the National Desk Company under date of February 17, 1916. These different sections give full information regarding National desks and tables, with illustrations, sizes and specifications complete, so that the dealer or the customer may understand precisely what he is purchasing. We recommend this catalogue to the careful consideration of dealers in office furniture and equipment. To obtain a copy dealers should write to the National Desk Company of Herkimer, N. Y.

* * *

The Traut & Hine Manufacturing Company of New Britain, Conn., have issued a catalogue of metal stationery supplies. This is catalogue No. 1. The products of the company include metal trimmings for suspenders and garters, clothing buckles, belt buckles, furniture nails, metal stationery supplies, safety razors and accessories, sheet metal and wire goods, and novelties in metal. The catalogue under consideration is devoted to the metal stationery line entirely and lists among many other things the Kon Kave Kut pencil sharpener, Climax line dater, Climax name plate dater, Climax numbering machine, Universal thumb tacks, office and household handy books, pen and pencil clips, etc.

* * *

The Globe-Wernicke Company have issued a booklet giving illustrations of the interior of just a few Richmond, Va., offices fitted with Globe-Wernicke goods. This is an interesting booklet and is addressed particularly to business and professional men. Views of Globe-Wernicke equipment in the John Marshall high school, in the law library of S. S. P. Patteson, the law office of John A. Lamb, offices of the Duplex Envelope Company, Planters' National Bank, and other banks and law offices are shown. In the pages intervening between the different illustrations are descriptions of the various items which are found to be most popular in commercial and professional offices.

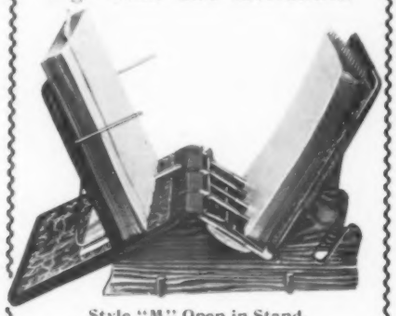
Sell the

E AND E POSTING LEDGER

PATENTS PENDING

IT BRINGS HOME THE BACON.

Made in four styles for all kinds of machine bookkeeping—bank and mercantile.



Style "M" Open in Stand.

DEALERS—Write for particulars now.

Manufactured only by

E. E. Boegli & Co.

317-319 Fifth Avenue, N.

Nashville, Tennessee

BANISH THE PASTE POT AND BRUSH

The efficient way to handle paste—no dried up crusts, no lumpy, uneven applications, no tin covers to twist—is by using

Keller's Elastic Spreader Tubes

As convenient as a fountain pen. They are best for the user of large quantities of paste—they save his time. They are best for the intermittent user—they keep the paste in good condition.

Keller's paste, mucilage and liquid glue are all supplied in spreader tubes. The mucilage and paste are put up in ten and fifteen cent sizes; the glue in the ten cent size only.

This paste, mucilage and glue is of superfine quality. No product now on the market can compare with it; once you have used our product, you will prefer it to any other. If your dealer cannot supply you, send ten cents and we'll mail you a sample tube of any one of the adhesives.

PATENTED DEC. 22, 1914

The Robert Keller Ink Co.

DETROIT, MICHIGAN

Stationers Specialties

M-R Specialties are of the same high quality as the Upright and Sectional lines, yet retailing at a price that nets the dealer a handsome profit.

These specialties will prove a source of large profits to you.

Desk Trays

Made in Quartered Oak and Birch Mahogany, Dove-tail construction, bottom covered with felt. Packed one dozen in carton at these prices:

Letter size	Quartered Oak	$ .70
	Birch Mahy	.80
Cap size	Quartered Oak	.90
	Birch Mahy	1.00

Card Cabinets

Made in Quartered Oak and Birch Mahogany, splendidly constructed, high-grade finish. Six one drawer and three two drawer cabinets of a kind packed in carton.

3x5—1 Dr.	Oak	$1.25
	Birch	1.50
3x5—2 Dr.	Oak	2.50
	Birch	2.75
4x6—1 Dr.	Oak	1.75
	Birch	2.00
4x6—2 Dr.	Oak	3.50
	Birch	3.75

Liberal discount to dealers.

The Melton-Rhodes Co. of Illinois

E. J. BLACK, General Manager

519 W. 12th St. Chicago, Ill.

Erases Ink Quick!

Like a Magic Wand

The RUSH-ERASER

De Luxe

Is the first Ideal Ink and Typewriter Eraser

SELLS AT SIGHT

Price 50c

Indispensable to Stenographers, Bookkeepers, Bankers, and all Users of Pen and Ink.

Made in Solid Gold, Sterling Silver, Solid Gold Plate

One stroke and the wrong letter or blot disappears, leaving paper smooth and clean.

This Flexible Diamond Brush Has Over 10,000 Diamond Points. "That's The Reason."

No Rubber, Acid or Blades.

Used by U. S. Government, Navy and State Departments.

Elegant Display Sign in Gold and Silver for the trade.

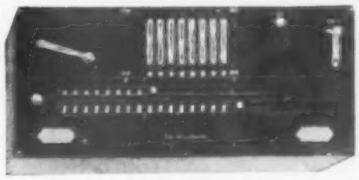
As an *imprint* high grade advertising novelty that will appeal to the recipient and have lasting advertising value, the RUSH-ERASER has no equal.

A high-grade, rapidly-selling, guaranteed office specialty. Sample, gold plated, sent postpaid for **50c** in stamps and the name of a dealer.

Retailers and specialty men: Write for particulars.

RUSH-ERASER CO.

825 S. A. & K. Bldg. SYRACUSE, N. Y.



A Really Mechanical Calculator

Most calculating machines demand to some extent mental calculations to supplement the work of the machine itself. This not only increases the time required to solve a given problem but also increases the factor of liability to error. This is particularly evident in multiplying, dividing, and substracting on ordinary machines.

The Millionaire Calculator

is different. It makes every mathematical operation absolutely mechanical beyond the mere setting of the figures into the machine as one would write them on paper.

In other words, to perform a calculation on the Millionaire requires less effort than writing on paper: multiplicand and multiplier, subtrahend and subtractor—or whatever the case may be—and, furthermore, absolutely insures accuracy.

The Millionaire is a really remarkable machine. You should see it in operation on some of your own problems.

Demonstration or booklet on request

W. A. Morschhauser

1 Madison Avenue NEW YORK

Are You Getting Your Share

of this **Special** Loose Leaf Business? Your own city council does or should keep their records in the

BARRETT

Congressional Binder

It is used by legislatures, city councils, and other deliberative bodies for filing records of proceedings quickly and in readily-accessible form.

Many attorneys keep the records of their more important cases in the Barrett Congressional Binder. Its open back gives unlimited capacity.

The Barrett Congressional Binder has unlimited capacity and is furnished in all sizes and finishes. The trade discount on this binder makes selling it well worth your while. Our free bulletin will tell you more. Send for it.

THE BARRETT BINDERY CO.

726 Federal St., Chicago, Ill.

TODD PROTECTOGRAPH CO.

Manufacturers of the

Protectograph and Protectograph Check Writer
(Todd Patents)

Peerless Check Writer
PROTOD Registered Checks

World's Largest Makers of Check Protecting Devices.

1129 UNIVERSITY AVE.
Rochester, N. Y.

Every Dealer and Jobber
who handles office equipment and kindred lines finds
"DAISY" WIRE GOODS
an interesting proposition, because the members of line cover a wide range of demand, are indestructible, sanitary, and money-saving.

The line covers among other things: Waste baskets in various sizes, retailing from 50c up; artistic umbrella stands, retailing at $1.00 and $1.50; electrically-welded, galvanized-wire rubbish burners, nested for shipping, in four sizes retailing at prices from $1.00 to $3.00.

Write for our literature and price-list.

THE MASSILLON WIRE BASKET CO.
Manufacturers
Massillon, Ohio, U. S. A.

HIGHEST EFFICIENCY
IN THE DISTRIBUTION OF YOUR CORRESPONDENCE
CAN BE OBTAINED
BY USING
The Bristow Radial Distributor

MODEL 8 **PRICE $5.00**
Clears the Desk of Baskets and Trays

The above cut illustrates our Model 8 Distributor when fully set up. Any number of compartments less than eight are obtained by leaving out some of the partitions, all of which are removable or insertable at will. Size of base, 12 in. x 6½ in. x 3½ in. All metal construction—finely finished.

An Indispensable Feature of Every Well Equipped Office

If the size shown above is not suited to your needs send for our circular illustrating the other sizes.

Liberal proposition to dealers and office outfitters.

FREDERICK BRISTOW
54 Lawrence St., Newark, N. J.

HOUSE ORGANS

The March number of "Demonstration," the house publication of the L. C. Smith & Bros. Typewriter Company of Syracuse, N. Y., contains interesting news from the branch offices of the company, together with a number of interesting articles, personal sketches, etc. One of the interesting features of this number appears on page 8. The new L. C. Smith machine is known as the "Silent Smith," and it seems that down in Las Vegas, N. M., there is a cowboy who responds to the same name."Silent" Smith is a real live man and the editors of "Demonstration" have been fortunate to secure two photographs of him. The enterprising person who secured these pictures had to drive twenty-five windy miles over the range and round up Smith with the assistance of a heard of other cowboys, who propped him up in front of the camera. "Silent" Smith the man appears to have qualities similar to the Silent Smith machine; that is to say, he has a great capacity for work and a whole lot of keeping quiet while doing it. One of the interesting articles in this number is "Selecting Salesmen," by W. J. Derby. Likenesses of leading branch managers, salesmen and others complete an interesting number.

* * *

The April number of "Graphite," the house publication of the Joseph Dixon Crucible Company, contains several items of interest to the stationer. The leading article is entitled "The Blue Pencil" and describes various members of the Dixon blue pencil line. Among the "Dixonites who Pencilize the Country" mentioned in the April number is Andrew J. Pfaff, who has served in the Pennsylvania house of representatives, so that his activities as a salesman have been interrupted occasionally by work in politics. The fact that Guatemala has adopted Dixon pencils is emphasized by a drawing of what seems to be a native Guatemalan with a gigantic No. 2 Anglo-Saxon pencil standing beside him.

* * *

The frontispiece of the March number of the Boorum & Pease Company's "Standard" is a picture of a window display by the Virginia Stationery Company of Richmond. This window won the prize for February in the Boorum & Pease Company's window display contest. An article on "Boys and Men" is the leading article and contains some most excellent advice on the philosophy of life and daily conduct. Another article on "Making Old Ideas New" contains ideas of practical value. Other articles appear in this number under such titles as "Constructive Retailing," etc.

* * *

"Globe-Wernicke Doings" for March bears as its leading article a message to readers on "The Re-Birth of a Nation." The editor of "Doings" believes that 1916 will go down in history as the year of America's awakening and that the world calamity of war has had a peculiar influence in arousing the giant. This number of "Doings" contains news of interest to Globe-Wernicke dealers everywhere and includes cuts of window displays, reproductions of Globe-Wernicke newspaper cuts for dealers and various hints and suggestions. A little article on "The Psychological Moment" is especially timely.

VALUES
IN REBUILT AND ROUGH
TYPEWRITERS

Send in the Order

—— you will receive ample evidence of the quality of our product.

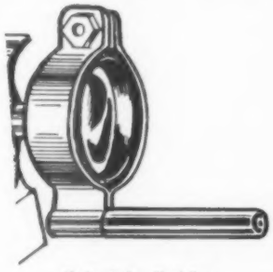
—— and you will eventually find that the promptness in handling the initial order is a part of our service, just as much as the quality of the typewriter.

—— and the prices will be satisfactory to your customer — and profitable, as well, to you.

Write for our special price list.

Young Typewriter Co.
62 West Madison Street
CHICAGO, ILL.

Turn E-Z



Patent Applied for

Clamps to platen knob.

With one motion of Turn E-Z a complete revolution of the platen is possible.

Great for filling in and for addressing envelopes.

Saves sore thumbs. Saves time and produces more work.

Established Dealers wanted. Write for offer.

THORP & MARTIN TYPEWRITER CO

ESTABLISHED 23 YEARS

Boston, Mass., U. S. A.

MORTON'S ODORLESS TYPEWRITER OIL

In use everywhere

The world's best lubricant for Typewriters, Adding Machines and all delicate machinery. Chemically pure, gumless and colorless.

Write today for free sample and prices.

MORTON MFG. CO.
Louisville, Ky.
U. S. A.

Export orders given careful attention.

Index Cards
Guide Cards
Manifold Paper
Folders

TYPEWRITER PAPERS

100 Different Lines

Let's get acquainted - Write

ELSINORE PAPER CO., 29 Beekman Street NEW YORK CITY.

NON-RIPPING COIN BAGS

BEST MADE
The "EUREKA"

Write for our Liberal Discounts on these Bags—20 Sizes.

OVER 700,000 SOLD

We advertise them to all the Banks and Street Railways, stating they are for sale by leading stationers. We furnish FREE Circulars with your imprint on for your out-going mail to catch orders. We make BILL STRAPS, gummed and ungummed.

U. S. Agents for PARSONS' SILVER PLATED PENS.

COIN MAILING CARDS are made by us in various styles and prices; also COIN WRAPPERS.

The Detroit Coin Wrapper Co.
371 Harper Ave., Detroit, Mich.
70 Bond St., Toronto, Canada

"The Inn Beautiful"

The Mizpah

SYRACUSE, NEW YORK
Montgomery and Jefferson Streets

Modern in every detail—Centrally located — Fireproof construction.

Room with hot and cold water, $1.00-$1.25
Room with bath..... $2.00

NO TIPS ALLOWED

Hotel Charlevoix

Detroit, Mich.

A 200 room hotel, completely furnished and equipped. 150 rooms with private bath. An Ideal Location. Absolutely Fire Proof.

Rates, $1 and $1.50 without bath, $1.50 up with bath.

GRINNELL BROS., Props.
Horton M. Kellogg, Mgr.

"Just the Place"

The "Satellite" Typewriter Stand

WHY IS THIS "JUST THE PLACE" FOR TYPEWRITERS?

75% of the typewriters in use are not in constant service. Their operators have other duties. The desk top occupied by the typewriter is then cumbered. The typewriter has no place. For all office duties desk space is required. The most efficient men work with flat top desks practically clear of papers and supplies.

The "SATELLITE" Typewriter Stand Provides "Just the Place"

Dealers Think of any place where a typewriter is used—and you are also thinking of an office where this stand is needed and where it will save typewriting time.

Write us for proposition.

Adjustable Table Co.
55 Mt. Vernon Avenue
Grand Rapids, - Michigan

Indispensable Office Necessities

The Porto Clip File

Made in Letter Size, 11½x10½ Inches Covered in Cloth.

Simple, Practical, Substantial, Convenient, Inexpensive, Elegant.

RETAIL PRICE 50 CENTS

The Acco Fastener

A perfect filing device, will hold any amount or kind of papers, fits perfectly flat and takes up no room in the files.

MADE BY
AMERICAN CLIP COMPANY
Beebe Ave. and William St.,
LONG ISLAND CITY, N. Y.

PATENTS

Paragraphic Record of Recent Inventions in the Office Appliance Field.

Copies of any one of these patents can be obtained by sending 15 cents in stamps to E. G. Siggers, patent lawyer, Suite 33, N. U. Building, Washington, D. C., and mentioning Office Appliances

1,154,489. Bookbinder. Theodor Daniels, Brooklyn, N. Y.

1,154,498. Gold Pen. William I. Ferris, Westfield, N. J., assignor to L. E. Waterman Company, New York, N. Y.

1,154,551. Type-Writer Calculating Attachment. Ferdinand J. Tillman, St. Louis, Mo.

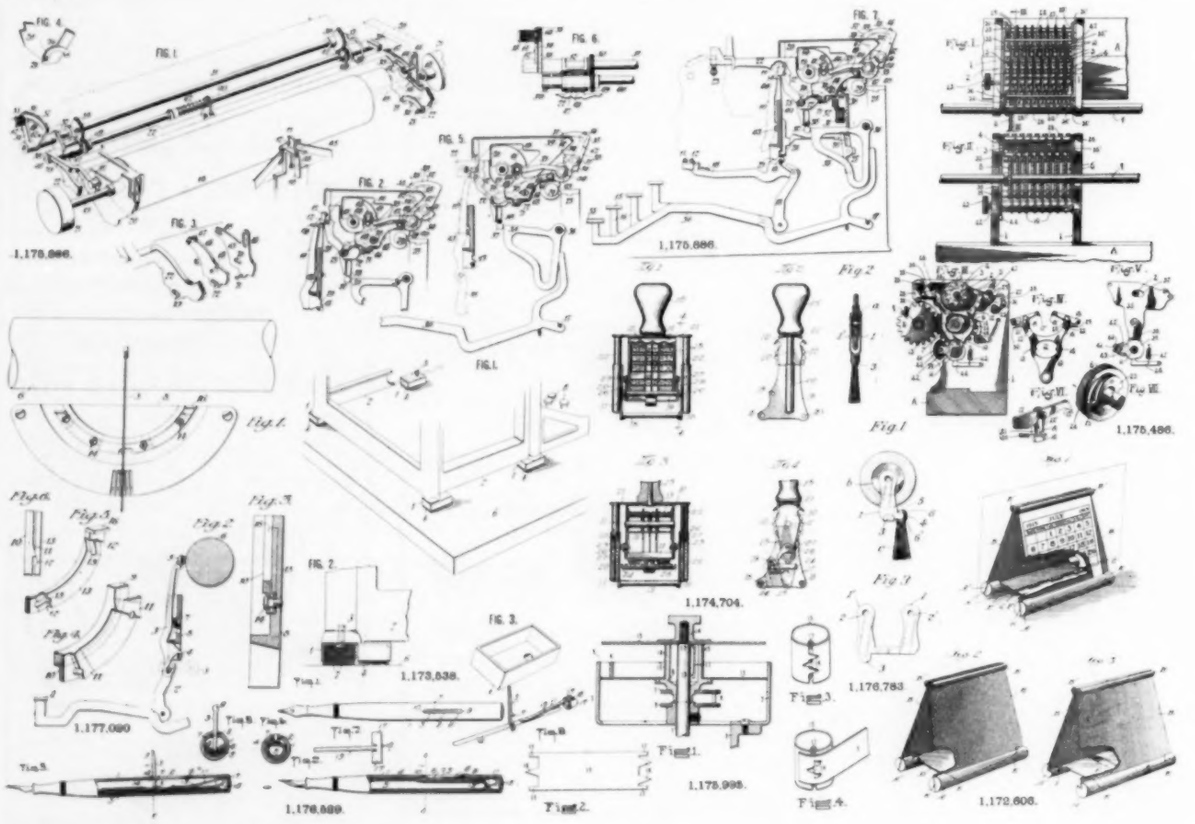
1,154,566. Pocket Check-Binder. Wm. G. Exline, Cleveland, Ohio.

1,154,593. Filing Appliance. Emerson B. Moseley, Alliance, assignor, by mesne assignments, to the McCaskey Register Company (incorporated in 1914), Alliance, Ohio.

1,150,868. Type-Writing Machine. Alfred G. F. Korowski, New York, N. Y., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,150,888. Safety Envelop. George A. Russell, Maysville, Mo.

1,150,937. Controlling Device for Adding Machines and the Like. Claiborne W. Gooch, Detroit, Mich., assignor to Burroughs Adding Machine Company, Detroit, Mich., a corporation of Michigan.



No. 1,172,606.—Paper weight, letter clip and calendar pad holder; patented February 22, 1916, by Joshua W. Jones of Harrisburg, Pa.; Commonwealth Trust Company, executor of said Joshua W. Jones, deceased, assignor to Jones Company of Harrisburg, Pa.

No. 1,173,538.—Relating to improvements in the feet or supports for typewriting machines; patented February 29, 1916, by Lyman R. Roberts of Rutherford, N. J., assignor to Underwood Typewriter Company of New York, N. Y.

No. 1,174,704.—Self-inking hand stamp; patented March 7, 1916, by Harry S Folger and Joseph C. Julien of Chicago, Ill.; said Julien assignor to said Folger.

No. 1,175,486.—Calculating machine register, whereby addition, subtraction and multiplication may be computed with the transfer action governable in the register; patented March 14, 1916, by Ferdinand J. Tillman of St. Louis, Mo.

No. 1,175,886.—Relating to typewriting machines, one of the principal features being the provision of means for controlling the heaviness or faintness of the ink impressions made through the usual inking ribbon; patented March 14, 1916, by John C. McLaughlin of East Orange, N. J., assignor to Underwood Typewriter Company of New York, N. Y.

No. 1,175,995.—Relating to ribbon mechanism for typewriting machines, and to means for mounting the ribbon; patented March 21, 1916, by Joseph Albert Ronchetti of Woonsocket, R. I., assignor to the Noiseless Typewriter Company of Middletown, Conn.

No. 1,176,529—Self-filling fountain pen; patented March 21, 1916, by William I. Ferris of Westfield, N. J., assignor to L. E. Waterman Company of New York, N. Y.

No. 1,176,783.—Brush attachment for erasers; patented March 28, 1916, by Henry J. Sommerkamp of Glen Ridge, N. J., assignor to Consolidated Safety Pin Company of Bloomfield, N. J.

No. 1,177,020.—Relating to typewriting machines, and more particularly to the stop which arrests the type-bars when near the platen; patented March 28, 1916, by Cornelius B. Corcoran of New York, N. Y., assignor to Underwood Typewriter Company of New York, N. Y.

Here's How To Cut Costs in YOUR Mailing Department

HERE'S a book that tells how to do away with that last hour rush in mailing department—that hour when more help is needed—when more speed is wanted. Describes in detail methods of handling mailings in actual use by businesses big and little—methods that will make your mailings more efficient. The book is FREE if you write for it on your business letterhead.

FREE

ACORN THEXTON ENVELOPE SEALER

—the machine that makes it possible for one operator to do the work of several—seals your envelopes neatly, carefully, accurately, and gets your mailing out—on the dot. Motor driven—strong—simple to operate—and always ready for work. Made in four models—a size for every business—$80—$65—$47.50—$27.50. Write for FREE book—and the facts on this money-saving machine NOW

DEALERS—Write for our special proposition

Motor Driven $65

ACORN BRASS MFG. COMPANY
426 South Clinton St., Chicago, Ill.

PATENTS
Trademarks and Copyrights

Difficult and rejected cases specially solicited. No misleading inducements made to secure business. **Over 30 years'** active practice. Experienced, personal, conscientious service. Write for terms. Book free. Address

Specialty:—Typewriting and Adding Machines

Address E. G. SIGGERS
Suite 33 N. U. Bldg., Washington, D. C.

FEATHERWEIGHT EYESHADE

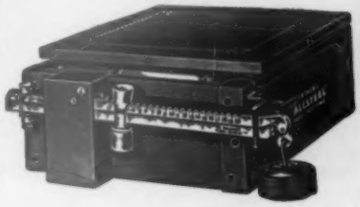
The shade that takes your eye and keeps it in good health.

Light Weight, Adjustable, Durable, Hygienic, Healthful. No metal or elastic band to press or bind the head. Opaque for artificial light. Transparent for natural light. Lies flat when not in use, thus preventing being crushed out of shape by accident; can be carried in hat or rolled up in a small package to carry in the pocket. Visor wider than other shades. We recommend the opaque for those wearing glasses.

The Featherweight Eyeshade Co.
Merchantville, N. J.

The Reward of Merit
THE U. S. GOVERNMENT

has selected the TRINER "ALLSTEEL" 100-lbs. Beam Platform Parcel Post or Shipping Room Scales for the equipment of the parcel post service.



43,300
TRINER "ALLSTEEL" SCALES

have been installed in the different post offices throughout the country. It means that unprejudiced and competent judges made a selection that should be a guide to anyone who uses parcel post or shipping room scales and who wants the best. The "ALLSTEEL" is constructed with the beam below the platform which permits the accurate weighing of any shape or size of package—whether a letter or an automobile wheel. The rate computing chart is so arranged that it can be changed by any one.

ORDER THROUGH YOUR JOBBER
Price $20.00 Each

Write us for descriptive matter

Triner Scale & Mfg. Co.
2714 W. 21st Street Chicago, Ill.

Acme Gold Pen Co.

Established 1884

Manufacturers of Fine Gold Pens

Gold Pens for Fountain Pens a Specialty.

Repairs on Gold Pens, Fountain Pens, Pencils, etc. promptly attended to.

EXPORT TRADE SOLICITED

35 Ann Street, New York

Polar Specialties that sell quickly at a liberal profit.

No. 2 Desk Reminder

A Liberal Discount to Dealers on all of our items.

A few of our other practical office articles which all dealers should know about:

Polar Glass Desk Pad.
" Desk Reminder, 2 sizes, oak or mahogany.
" Pocket Index Card Cases.
" Cut Glass Paper Weights and Trays.
" Center Desk Drawer Trays.
" Side Desk Drawer Tray.
" Paper Weight and Memo. Pad.
" Penknife and Ink Eraser Blade.
" Signature Blotter Book.
" Valuable Paper Wallet.
" Furniture Top Protectors.

Dealers write for complete information

Polar Manufacturing Co.
101-103-105-107 No. Marshall Street
Philadelphia, Pa.

Typewriter Ribbons

The clean-cut writing of distinctive appearance and the long wear obtained from our Typewriter Ribbons give the user extra ribbon satisfaction.

Write for Agency Proposition

Canode & Hunt Mfg. Co.
Manufacturers of Typewriter Ribbons
536-538 So. Clark St. CHICAGO

Multigraphs, Adding Machines, Office Devices at half price and less

Rebuilders of typewriters, adding machines, time clocks, dictaphones, duplicating machines, new and second hand office furniture and safes. We enjoy facilities which enable us to make low prices. The goods are cheap in price only.

Write for price list today. It will save you money.

Chicago Safe & Merchandise Co.
30 and 32 W. Lake St., Chicago

The Dual Service Card

As a bearer of your name most any card will serve, but if you place value on proper card representation you ought to use

Wiggins Peerless
Patent Book Form Cards

They perform the dual service of announcing you or your salesmen, while at the same time adding prestige to your house. Send for tab of specimens; detach them one by one and observe the superiority of Wiggins engraved cards. You will like their smooth edges and the way they are encased in convenient book form style.

The John B. Wiggins Co.
Established 1857
Engravers, Plate Makers, Die Embossers
1104 S. Wabash Ave. CHICAGO

MODEL NO. 8

Equipped With Decimal Tabulator for Which no Charge Is Made.
SEND FOR CATALOG THIRTY-TWO

BLICKENSDERFER TYPEWRITERS

VISIBLE WRITING **LIGHT ACTION**
INTERCHANGEABLE TYPE **BACK SPACER**

The Blickensderfer Mfg. Co.
Stamford, Conn.

WANT ADVERTISEMENTS

HELP WANTED.

WANTED—Experienced manager for export department of firm manufacturing a nationally advertised office specialty of supreme merit and utility. Gilt edged credentials required. Address this periodical and mark FSD-14, care Office Appliances, Chicago.

TYPEWRITER mechanics. Wanted several experienced qualified repairmen on Underwoods, Visible Remingtons, Royals, Olivers, etc. Address S-14, care Office Appliances, Chicago.

SALESMEN WANTED.

WANTED—The fastest growing desk house in Southern California requires the services of an experienced desk salesman, also filing cabinet man. Positions are open only to those who are thoroughly experienced, and have proved themselves to be "go-getters." Splendid field and wonderful opportunity. Write in detail, giving complete history of yourself, line handled and what you expect, to T. F. Peirce, 330 S. Los Angeles, Los Angeles, Calif.

WANTED—A salesman and correspondent, familiar with office appliances in general and steel office furniture, filing cabinets, etc., in particular. Must be a gentleman of good education; knowledge of foreign language and export trade would be helpful. Apply, stating age, experience, qualifications and salary expected to X-11, care Office Appliances, Chicago.

SALES organizer, experienced executive to organize selling force in eastern states, handling well established line of loose leaf systems. Good organization man in typewriter or kindred line with clean record and personality. Good salary and bonus to the right man. Address CESCO, 311 Hudson Street, New York.

WANTED—Salesmen to sell the Sundstrand adding and listing machine in Iowa, Minnesota and Nebraska. Men having experience selling 10-key machines preferred. Liberal commission to men who can qualify. Send references with application. John E. Winship, 341 Lumber Exchange, Minneapolis, Minn.

TYPEWRITER salesmen, repairmen and agents make big money by handling the CLEANALL, as advertised on page 166 of this magazine. Cleanall Typewriter Brush Co., 946 Teller ave., New York.

SEVERAL experienced filing cabinet salesmen for some of our best agencies. Must be producers and those now employed preferred. Shaw-Walker Co., 109 S. Wabash Ave., Chicago, Ill.

WANTED—Good floor salesman for office appliance store in the West. Good opportunity for man who has had experience. Address C-8, care Office Appliances, Chicago.

AGENTS WANTED.

HOHASHI & Company, 54 Leonard Street, New York, leading manufacturers, wish to secure good representation everywhere throughout the world for their typewriter ribbons, carbon paper and Japanese copying books, etc. Best and standard in these lines.

TYPEWRITER salesmen and repairmen, increase your income by taking orders for our cushion speed keys at $2.50 per set. No capital required. Easy money. For particulars address Imperial Mfg. Co., 291 Washington St., Newark, N. J.

SITUATIONS WANTED.

SITUATION by competent repairman. All makes, best of references. Wants permanent location on Pacific Coast. Ten years' experience. Now with standard company. Address A-7, care Office Appliances, Chicago.

FOR SALE.

FOR Sale—Commercial stationery and office equipment business splendidly located in leading Indiana city. Well established, growing and profitable business with small competition and a big future. Will require approximately $12,000 to handle this proposition. Must be sold in the next sixty days. Address BY-12, care Office Appliances, Chicago.

MULTIGRAPHS (all models), Printographs, Writerpresses, Mimeographs, all at one-fourth to one-third original cost. Slightly used but perfect. Guaranteed. Hundreds of largest commercial concerns, colleges, even the government have bought from me. Rare bargains now. Russell A. Baum, Philadelphia Bourse, Philadelphia, Pa.

FOR Sale—About 4,000 remainder edition booklet for stenographers on punctuation, etc.; lots sold at 25c; permanent adv. by insert leaf or stamp on cover or title page; holiday souvenir to be remembered; suitable for carbon-ribbon or office supply adv.; $50 per M. J. B. Huling, 167 W. Monroe St., Chicago.

AGENCIES WANTED.

EXPERIENCED salesmen of character with thoroughly equipped offices desire exclusive sale, line or specialty, middle states and eastern territory. Practical, 203 Havemeyer Building, New York.

MR. Manufacturer, have you a new office specialty, and want representative in Kansas City? Write Paul Eppert. 841 State Ave., Kansas City, Kansas.

BUSINESS OPPORTUNITIES.

WANTED—Thoroughly experienced young man to manage commercial stationery and office equipment house. Must be in position to invest $5,000 and furnish highest reference as to integrity and responsibility. Address Z-12, care Office Appliances, Chicago.

Pat. Appl'd For

"CLIMAX"

The Clip That Grips

Send for your sample. Compare the Grip, Quality, Neat Packing, etc., with any other clip. You will order the CLIMAX. Note these prices.

Packed 1,000 to the Box
1,000 Postpaid on receipt of 25 cents
6,000 Postpaid on receipt of one dollar.

Packed 10,000 to the Box.

10,000	11c per 1,000
50,000	8c per 1,000
100,000	6½c per 1,000
500,000	6c per 1,000

BUFFALO AUTOMATIC MFG. COMPANY
457 Washington Street, BUFFALO, N. Y.

The Machine That Handles *All* Your Figure Work

In order to meet present day requirements of business, an adding machine must do more than **simply add.**

All extensions, discounts, prorating, interest calculations—all the figure work connected with accounting—is as much machine work as addition.

In fact, no adding machine is capable of rendering *complete* adding machine service unless it also handles *all* the other figure work of an office *faster, easier,* and *cheaper* than it can be done mentally.

In small offices where only one adding machine is needed you will find a single Comptometer handed around from one desk to another, wherever there is figuring to be done.

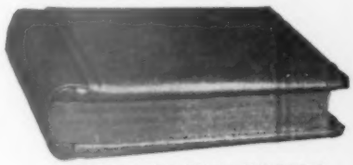
It serves the Bookkeeper in PROVING POSTINGS, BALANCING ACCOUNTS, FOOTING TRIAL BALANCE (adding and subtracting)—the Bill Clerk in EXTENDING and PROVING BILLS and INVENTORY (multiplying)—the Cost Clerk in FIGURING COSTS (dividing and multiplying) and so on through every department of accounting.

We know that our claims for the Comptometer must stand the acid test of service, and that you are interested only in what the machine will do on your work. That is just what we want to show you.

If you are considering the purchase of an adding and calculating machine, we have a representative ready to demonstrate the Controlled-key Duplex Comptometer on your own work, without any obligation or expense to you.

FELT & TARRANT MFG. CO., 1719 N. Paulina Street CHICAGO

THE PIONEER LEADING LINE OF LOOSE LEAF EQUIPMENT



THE KALAMAZOO CURRENT BINDER

For fifteen years Kalamazoo has been the pioneer leading line of high grade loose leaf equipment. This long period of unrivalled leadership has enabled us to develop and perfect the most efficient and practical as well as the largest line of loose leaf equipment on the market.

We manufacture current and transfer binders for both heavy and light record work, systems for users of bookkeeping machines, special binders of all descriptions, sizes and styles. Every Kalamazoo device is the result of expert workmen with the best of materials, coupled with 15 years of experience in this field.

Ruled and Printed Forms and Indexes a Specialty

THE STYLE "C" SYSTEM

The very highest grade of ruled and printed sheet work is done by us. We specialize on intricate and special work of this kind, and also carry in stock a complete array of stock accounting forms suitable to any business requirement. In addition we supply and manufacture all types of indexes. Our Auto-step index is saving time and money for over thirty thousand business houses all over the world. Why not take advantage of our experience and knowledge of the loose leaf business by writing our "Free Advisory Bureau" for information on how Kalamazoo Devices will increase the efficiency of your business. Ask for our pamphlet, "The Reward of Quality and Service."

SALES OFFICES EVERYWHERE

KALAMAZOO LOOSE LEAF BINDER COMPANY

EXECUTIVE OFFICES

KALAMAZOO, MICHIGAN

A New Model Typewriter!

Yes, the crowning typewriter triumph *is here!*

It is just out — and it comes years before experts expected it. For makers have striven a life-time to attain this ideal machine. And Oliver has won again, as we scored when we gave the world its first visible writing

The — No 9

OLIVER

The Standard Visible Writer

BUY IT NOW!

CAUTION

The new-day advances that come alone on this machine are all controlled by Oliver. Even our own previous models—famous in their day—never had the Optional Duplex Shift.

It puts the whole control of 84 letters and characters in the little fingers of the right and left hands. And it lets you write them all with only 28 keys, the least to operate of any standard typewriter made.

Thus writers of all other machines can immediately run the Oliver Number 9 with more speed and greater ease.

50,000 Local Agents Wanted

Write at once for *"Opportunity Book"* FREE that shows how you can win both profit and prestige — full time or spare hours — as the agent for this new Oliver No. 9. How you can secure exclusive control and sale in your home community. Learn how we give you a sample Oliver "9" on the same attractive basis as 15,000 who are now earning incomes as Oliver agents.

No experience is necessary. So do not delay and let someone else get your territory.

Write for "Opportunity Book" *at once.*

WARNING

This brilliant new Oliver comes *at the old-time price.* It costs no more than lesser makes—now out-of-date when compared with this discovery.

For while the Oliver's splendid new features are costly—we have equalized the added expense to us by simplifying construction.

Resolve right now to see this great achievement before you spend a dollar for any typewriter.

If you are now using some other make you will want to see how much more this one does. If you are using an Oliver, it naturally follows that you want the finest model.

17 CENTS A DAY!

Remember, this brand new Oliver "9" is the greatest value ever given in a typewriter.

Yet we have decided to sell it to everyone everywhere on our famous payment plan—17 cents a day! Now every user can easily afford to have the world's crack visible writer with Selective Color Attachment, and with the famous PRINTYPE that writes like print, *included FREE if desired.*

TODAY—Write for Full Details and be among the first to know about this marvel of writing machines. See why typists, employers and individuals everywhere are flocking to the Oliver. Just mail a postal *at once.* No obligation whatever.

The Oliver Typewriter Company

93 Oliver Typewriter Building, Chicago